



Texas Department of Information Resources

Department of Information Resources

Request for Offer

DIR-CPO-TMP-596

**Geographic Information Systems (GIS) & Digital Land Surveying
Products and Services**

Issued: May 7, 2025

Responses Due: June 17, 2025 2:00pm (CT)

Class	Item(s)
035-96	*Unmanned Aerial Vehicles (UAV), Drones
206-54	*Geographic Information Systems (GIS)
206-56	*Imaging Systems, Server and Main Frame Computer (Incl. Digital Imaging Network and Technology)
208-15	*Aviation Software, Flight Control, Ground Support, Testing, etc. Microcomputer
208-82	*Scientific, Statistical, Engineering, Mathematical, and Mapping Software, Including Photogrammetry, Microcomputer
208-30	*Computer Aided Design (CAD) and Vectorization Software, Microcomputer
208-85	*Surveying Systems Software, Microcomputer
209-31	*Computer Aided Design (CAD) Software, Mainframes and Servers
209-49	*Geographic Information System (GIS) Software, Mainframes and Servers
209-82	*Scientific, Statistical, Engineering, Mathematical, and Mapping Software, Including Photogrammetry, Mainframes and Servers
209-86	*Surveying and Geographical Information Systems (GIS) Software, Mainframes and Servers
305-59	*Maps, Engineer and Topographical
305-60	*Measuring Equipment: Chains, Maps, Optical Tapes, Tapes, Wheels, etc., Including Photogrammetry and Laser Equipment
305-80	*Surveying Systems, GPS
600-15	*Calculators, Electronic, Display and Printing Type, Programmable
726-51	Global Positioning Systems, Satellite, Global Information Systems, Including GPS Receivers and Transmitters
726-54	Ground Stations, Satellite: Transmit/Receive and Receive Only, Including Antennas
905-04	*Aerial Photogrammetry Services
905-05	*Aerial Photography and Videography Services, Including Drones
905-10	*Aerial Surveys and Mapping Services
905-28	*Aviation Analytical Studies Services, Including Surveys (See 918-12 for Consulting)
920-33	*Mapping and Geographical Information Systems (GIS) Services, Digitized, Cartography
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1. INTRODUCTION

1.1. Purpose

- A. The Texas Department of Information Resources (DIR) invites interested parties that meet the qualifications of this Request for Offer (RFO) to submit offers regarding their capability to provide Geographic Information Systems (GIS) & Digital Land Surveying Products and Services to Eligible Customers, acting by and through DIR (the submitting parties "Respondents" and the submissions "Responses").
- B. As a result of this RFO, DIR expects to receive and evaluate Responses and select one (1) or more qualified Respondents with whom to enter into negotiations and award a Master Cooperative Contract (each such Respondent a "Successful Respondent"). RFO **Section 4 EVALUATIONS, NEGOTIATIONS, AND AWARD** contains more information regarding evaluation and Respondent selection process. DIR reserves the right to make a single award or multiple awards from this RFO. Master Cooperative Contracts are indefinite quantity contracts with no minimum guarantees of any purchases.
- C. For administrative efficiency for DIR and its Customers, DIR reasonably anticipates that it will award a finite number of Master Cooperative Contracts as determined by the competitive breaks created through evaluation of Responses.
- D. Capitalized terms used but not defined in this RFO have the meanings given to them in the Sample Master Cooperative Contract, attached as Attachment 1, or Appendix A, Standard Terms and Conditions, attached as Attachment 2.

1.2. Statutory Authority

- A. DIR has authority to complete the objectives of this procurement in accordance with Chapters 2054 and 2157, specifically Subchapter B, of the Texas Government Code.
- B. This RFO is **not** a solicitation for professional or consulting services as defined in Chapter 2254, Texas Government Code.

1.3. DIR Vision and Desired Outcomes

1.3.1 DIR Background

DIR is responsible for strategic planning and coordination of the State's Information Technology (IT) environment. DIR delivers the strategic thinking, purchasing power, and policy insights necessary to ensure organizations across all levels of state and local government can find, procure, and securely implement innovative technology. With a view into how every other state agency uses technology, DIR helps the Texas legislature craft smart, statewide IT policy.

1.3.2 Cooperative Contracts Program Overview

- A. Through its Cooperative Contracts Program, DIR assists state agencies, local governments, and other eligible entities (collectively, Eligible Customers) with cost-

effective acquisition of their information resources by negotiating, managing, and administering contracts with information technology providers. Eligible Customers include any Texas state agency, unit of local government, or institution of higher education as defined in Texas Government Code, Section 2054.003; the legislature or a legislative agency; the supreme court, the court of criminal appeals, or a court of appeals; a public hospital, including a hospital district or hospital authority; an independent organization certified under Section 39.151, Utilities Code, for the ERCOT power region; the Texas Permanent School Fund Corporation; an assistance organization, as defined by Section 2175.001, Government Code; an open-enrollment charter school, as defined by Section 5.001, Education Code; a public safety entity, as defined by 47 U.S.C. Section 1401; a private school, as defined by Section 5.001, Education Code; a private or independent institution of higher education, as defined by Section 61.003, Education Code; a volunteer fire department, as defined by Section 152.001, Tax Code; a governmental entity of another state; another state agency, a political subdivision of this state, a governmental entity of another state, or an assistance organization as defined by Section 2175.001.

- B. Through the Cooperative Contracts Program, DIR combines the buying power of Eligible Customers to obtain volume-discounted pricing for selected technology products and services. The Cooperative Contracts Program also makes it easier for Customers to acquire these products and services, by placing orders with and issuing payments directly to the Successful Respondents awarded a Master Cooperative Contract. Customers contact the Successful Respondent for pricing information, negotiate their own Additional Agreements, if any, and send their Purchase Agreements and payments directly to the Successful Respondent, not to DIR. Additional information regarding the Cooperative Contracts Program is located on DIR's website at <http://dir.texas.gov/View-About-DIR/Pages/Content.aspx?id=41>.
- C. DIR is not soliciting Geographic Information Systems (GIS) & Digital Land Surveying Products and Services for its own use. DIR competitively solicits bids for information technology products and services and establishes Master Cooperative Contracts for use by Eligible Customers. Therefore, Master Cooperative Contracts have a value of \$0.
- D. Customers must identify their own needs, then contact a Successful Respondent and obtain a price quote. Based on their needs, Customers may submit a Statement of Work when requesting a quote. Each Customer makes the best value determination and enters into a Purchase Agreement with the Successful Respondent.

1.3.3 Commodity Item Requirements

- A. Texas Government Code, Section 2157.068, requires State agencies to buy commodity

items, as detailed below, in accordance with contracts developed by DIR, unless the agency obtains an exemption from DIR.

- B. Commodity items are commercially available software, hardware, and technology services that are generally available to businesses or the public and for which DIR determines that a reasonable demand exists from a Customer. Hardware is the physical technology used to process, manage, store, transmit, receive, or deliver information. Software is a commercially available program that operates hardware and includes all supporting documentation, media on which the software may be contained or stored, related materials, modifications, versions, upgrades, enhancements, updates, or replacements, and may include Software provided as a service. Technology services are the services, functions, and activities that facilitate the design, implementation, creation, or use of software or hardware. Technology services include seat management, staff augmentation, training, maintenance, and subscription services. Seat management is a service through which a state agency transfers its responsibilities to a vendor to manage its personal computing needs, including all necessary hardware, software, and technology services.

1.3.4 Cost Recovery

DIR recovers the costs of negotiating, executing, and administering the Cooperative Contracts Program through an administrative fee. DIR is authorized to charge a reasonable administrative fee, not to exceed two percent (2%) to all Customers per Section 2157.068(d) of the Texas Government Code. For the purposes of responding to this RFO, the administrative fee is seventy-five hundredths of a percent (0.75%). DIR reserves the right to change the administrative fee at any time during a Master Cooperative Contract term. DIR will notify Successful Respondents of any change in the administrative fee. The administrative fee must be included in the Successful Respondent's price to the Customer and paid to DIR by the Successful Respondent.

1.3.5 DIR Cooperative Contracts Program Historical Sales

Contracts negotiated and managed through the Cooperative Contracts Program resulted in over \$9.7 billion in Customer purchases for the past three (3) fiscal years combined. Information contained within the table below shows the total purchases for the past three (3) fiscal years by Customer segment. These purchases represent contracts that are hardware, software, and services related. The State's fiscal year runs September 1st through August 31st.

Table 1: DIR Cooperative Contracts Historical Sales

	2022	2023	2024
Assistance Org	\$3,500,000	\$3,800,000	\$9,800,000
Higher Ed	\$446,800,000	\$514,100,000	\$500,800,000
K-12	\$891,600,000	\$872,800,000	\$599,900,000
Local Government	\$783,700,000	\$949,800,000	\$1,153,900,000
Out of State	\$84,600,000	\$80,900,000	\$75,200,000
State Agency	\$839,600,000	\$968,700,000	\$1,077,400
Total:	\$3,050,600,000	\$3,391,200,000	\$3,417,100,000

Source: DIR Data Warehouse

1.3.6 Current Contracts

DIR currently has multiple contracts to provide Geographic Information Systems (GIS) & Digital Land Surveying Products and Services. Table 2 Geographic Information Systems (GIS) & Digital Land Surveying Products and Services Sales Volume by DIR Fiscal Year shows the total sales volume sold through the Geographic Information Systems (GIS) & Digital Land Surveying Products and Services contracts for fiscal years 2022, 2023, and 2024.

Table 2: Geographic Information Systems (GIS) & Digital Land Surveying Products and Services - Sales Volume by DIR Fiscal Year

FY 2021 Sales	FY 2022 Sales	FY 2023 Sales	FY 2024 Sales
\$3,265,015	\$8,757,940	\$11,824,733	\$27,874,090

Source: DIR Data Warehouse

2. SCOPE

2.1. Background

2.1.1 Geospatial Information Systems (GIS) and Digital Land Surveying, the technology used to capture, manage, analyze and map geospatial and other data, plays a vital role for Texas state agencies and other DIR Customers. It provides actionable insights through visualizations and the integration of diverse datasets. It assists the management of infrastructure and natural resources while enhancing citizen engagement by allowing the public access to real-time data on important issues that relate to anything from service outages to epidemics. And along with urban planning, it is critical to the core governmental functions of emergency management, environmental monitoring, and public safety.

2.1.2 For example, the Texas Water Development Board maps the state's aquifers, rivers, river basins, and reservoirs. The Texas Department of Transportation maintains datasets for traffic, roadways, and major facilities, such as airports and seaports. The Texas General

Land Office keeps location data on the state's various natural and cultural resources. The Texas Commission on Environmental Quality provides mapping and analysis on groundwater contamination, air and water quality, and hazardous waste facilities. And, The Texas Department of State Health Services provides geographic context on the spread of disease and availability of health care.

- 2.1.3** The scope of this solicitation includes numerous emerging technologies that have resulted from recent developments in cloud-based GIS, edge computing, sensors, Artificial Intelligence, and Machine Learning. These recent developments have led to sophisticated and data-rich visualizations of hyper-realistic virtual models of natural and manufactured objects, also known as Digital Twins, and other 3D representations based not only on historical data, but also real-time and even predictive. The Digital Land Surveying marketplace has also experienced great strides in emerging technologies with recent developments in the Global Navigation Satellite System (GNSS), automation, robotics, and various visualization technologies, such as Augmented and Virtual Reality, that enhance planning and decision-making capabilities.
- 2.1.4** As GIS and Digital Land Surveying transition away from traditional methods to more modern ones, the industry is seeing an increasing convergence with the field of data science and advanced data analytic tools and techniques. DIR seeks to establish contracts with Respondents that have GIS Data Science capabilities in leveraging Machine Learning and Artificial Intelligence with large volumes of geographic information for highly complex analysis.
- 2.1.5** While Respondents may submit an offer based on any one or combination of technologies that is within the solicitation's scope, DIR is also interested in establishing contracts with Respondents that have the history and capacity to provide a comprehensive approach in guiding customers through the array of possible solutions, along with providing expertise in GIS system planning, development, deployment, governance, maintenance, and continuous improvement.

2.2. Overview

- 2.2.1** DIR intends to contract with Successful Respondent(s) to provide Geospatial Information Systems (GIS) and Digital Land Surveying, including the products and services below.
- 2.2.2** It is the responsibility of the Respondent to ensure that their products and services proposed are within the scope of this RFO.
- 2.2.3** At the discretion of DIR, the scope of this RFO may be modified by an Addendum. It is the responsibility of the Respondent to monitor ESBID for Addendum updates and to make any necessary adjustments to its response accordingly.

2.2.4 Respondents are encouraged to bid any or all or any combination of the GIS and Digital Land Surveying Products and Services described below, including but not limited to:

2.3. GIS Hardware: Reality Capture & Processing Devices

- A. 3D Laser scanners
- B. GIS data collectors, including Global Navigation Satellite System (GNSS) enabled units running GIS software
 - 1. Water based vehicle mounted
 - 2. Unmanned Aircraft Systems (UAS)/Drones
 - 3. Tablets
 - 4. Smart Antennas
 - 5. Receivers
 - 6. Pole cameras
 - 7. Mobile GIS devices
 - 8. Land vehicle mounted
 - 9. Imaging Devices
 - 10. Handhelds
 - 11. Controllers
- C. Real-time kinematic and post-process kinematic global positioning systems and sensors (RTK-GPS) for positional data collection
- D. Subsurface scanners
- E. Accuracy devices
- F. Antennas
- G. Asset Data Capture & Inspection
- H. Automatic Digital Systems (Digital Levels)
- I. Cable and pipe locators
- J. GNSS devices
- K. Mobile
- L. Base station
- M. Laser scanners

- N. Remote Sensing
- O. Autonomous data collection systems
- P. Edge computing devices
- Q. Electro-Optical sensors
- R. Geophysical data collection and analysis
- S. SLAM (Simultaneous Localization and Mapping)
- T. Real-time data collection devices
- U. Synthetic Aperture Radar (SAR)
- V. Sensor devices, including but not limited to:
 - 1. Time domain electromagnetic
 - 2. Thermal
 - 3. Radiometric
 - 4. Radar
 - 5. Optical (RGB, CIR imagery)
 - 6. Multispectral
 - 7. Magnetic
 - 8. Lidar
 - 9. Hyperspectral

2.4. GIS Hardware: Visualization

- A. GIS specialized displays and monitors
- B. Immersive technologies
 - 1. Virtual reality (VR)
 - 2. Augmented reality (AR)
- C. Mobile Mapping Devices

2.5. GIS Software: Data Processing, Management, & Analysis

- A. Cloud applications
- B. Crowdsourced and citizen-driven GIS Platforms
- C. GeoBlockchain
- D. Predictive analytics software for environmental change, urban planning, or disaster

- response
- E. Geospatial Artificial Intelligence (GeoAI) for:
 - 1. Spatial analysis
 - 2. Real-time GIS
 - 3. Machine Learning
 - 4. Internet of Things (IoT)
 - 5. Digital Twins
 - 6. Computer vision
 - 7. Change detection
 - 8. GIS no-code and low-code platforms
 - F. Real-time geospatial data integration software
 - G. Spatial Machine Learning and advanced analytics platforms
 - H. Web GIS
 - I. GIS Portals
 - J. Indoor mapping software
 - K. Automated data extraction software
 - L. Cloud platforms & SaaS for GIS
 - M. Indoor Mapping and Positioning Systems (IPS)
 - N. Image classification software

2.6. GIS Software: Mapping & Visualization

- A. Graphical user interfaces (GUIs)
- B. Web GIS and mobile based applications to connect users to GIS information
- C. GNSS mapping solutions
- D. Interactive data exploration and mapping
- E. Web mapping
- F. Modeling, including but not limited to:
 - 1. 2D
 - 2. 3D
 - 3. 4D (3D + time component)

2.7. GIS Geospatial Products: Imagery & Models

- A. Data lakes/ spatial data repositories
- B. Address points
- C. Feature extraction and derivative data creation
 - 1. Land cover
 - 2. Vegetation Rasters and Vectors
 - 3. Utilities
 - 4. Planimetric mapping (manmade and natural features, such as roads, lakes, and buildings)
 - 5. Map overlay creation (2D, 3D, and 4D), such as property parcels, facilities, infrastructure, governmental boundaries, and corridors)
- D. Automated feature extraction using computer algorithms
- E. Geometric networks (modeling common networks and infrastructures, such as pipelines and electrical lines)
- F. Hydrographic surveying
- G. Bathymetric surveying
- H. Imagery as a service
- I. Imagery obtained using land or water-based vehicles
- J. Oblique Imagery, Historical Imagery and Maps
- K. Print-ready outputs/ map exports
- L. Topological, hydrological and cartographic modeling
- M. UAV/Drones-Aerial Imaging
- N. 3D meshes
- O. Hyperspectral imagery
- P. Multispectral imagery
- Q. Optical imagery (e.g., visible, near-infrared)
- R. Photogrammetry
- S. Thermal imagery
- T. Lidar, including but not limited to:

1. Terrain Modeling
 2. Specialized Mapping
 3. Point Cloud Processing
 4. Outdoors
 5. Indoors
 6. 4D (3D + time component)
 7. 3D
 8. 2D
- U. Lidar- Digital Elevation Models, including but not limited to:
1. Digital Terrain Model (DTM)
 2. Digital Surface Model (DSM)
- V. Orthoimagery, including but not limited to:
1. Unmanned Aircraft Systems (UAS)/Drones
 2. Manned aerial platform
 3. Acquisition and Processing
- W. Satellite Imagery, including but not limited to:
1. Tasking
 2. Archive
 3. Synthetic Aperture Radar (SAR)
 4. Radar Satellite
 5. Panchromatic
 6. Multispectral
 7. Lidar
 8. Thermal Infrared
 9. Interferometric SAR (InSAR)

2.8. GIS Geospatial Products: Geospatial Intelligence & Datasets

- A. Change detection
- B. Direct-downlink and delivery services
 1. Ground to mobile ground terminals
 2. Direct to cell phones, ships and aircraft

3. Direct access service
4. Field data collection
5. Georeferenced spatial datasets
6. Georeferencing
- C. Other sensor data, including but not limited to:
 1. Synthetic aperture radar
 2. Sonar
 3. Other emerging sensor technologies
 4. Hyperspectral
 5. Gravity field
 6. Geomagnetic field
 7. Electro-optical
- D. Spatial Datasets
 1. Vector data
 2. Raster data
- E. Visibility Analysis
- F. Web mapping services
- G. Digital Twins (hyper-realistic and interactive models for cities, infrastructure, environment, and other)
- H. Geospatial-as-a-Service
- I. Object detection
- J. Smart cities
- K. Spatial data analytics
- L. Spatial data infrastructure
- M. Aspatial datasets, including but not limited to:
 1. Time series
 2. Statistical
 3. Socioeconomic and demographic datasets Metadata
 4. Land parcels
 5. Governmental boundaries and public infrastructure

- 6. Address locators
- N. Terrain derivatives, including but not limited to:
 - 1. TPI
 - 2. Slope
 - 3. Roughness
 - 4. Hillshade
 - 5. Curvature
 - 6. Aspect
- O. GIS data subscriptions
- P. Cloud optimized spatial datasets
- Q. IoT-enabled geospatial data

2.9. GIS Services: Geospatial Analysis & Spatial Data Science

- A. Aerial imagery Interpretation
- B. Change detection and monitoring
- C. Geostatistics
- D. GIS database management
- E. GIS managed cloud services
- F. Photogrammetry
- G. Real-time natural disaster monitoring
- H. Real-time visualization & analytics
- I. Topographic surveying
- J. Coordinate system transformation

2.10. GIS Services: Planning, Development, & Deployment

- A. Artificial Intelligence and Machine Learning application development
- B. Collaboration, community, and stakeholder engagement
- C. Data needs and optimization assessment
- D. Development of web-based interfaces
- E. GIS application development
- F. GIS assessment, health check

- G. GIS training, education, and knowledge base transfer
- H. Training, education and knowledge base transfer
- I. Web base application development
- J. 3D urban city modeling
- K. Customized GIS applications
- L. Data management and governance
- M. Data validation and quality assurance services
- N. Geodesign
- O. Geomatics

2.11. GIS Services: Data Collection, Conversion & Integration

- A. Building Information Modeling (BIM) and Computer-aided Design (CAD) integration
- B. Customized Developer Frameworks for GIS Integration
- C. Data conversion
 - 1. Vector and Raster
 - 2. Formatting
 - 3. ETL (Extract Transform Load)
 - 4. Data Model Conversion
 - 5. Coordinate System (Projections) transformation
 - 6. CAD and GIS
- D. Data creation (digitization)
- E. Data integration and enhancement
 - 1. Orthophoto generation
 - 2. Integration with other datasets
 - 3. Data overlays
- F. Geocoding and reverse geocoding
- G. GIS with IoT network integration
- H. IT systems and GIS integration
- I. Lidar data
 - 1. Unmanned Aircraft Systems (UAS)/Drones

- 2. Manned aerial platforms
- 3. Acquisition and Processing
- J. Multiple GIS platforms integration
- K. Data Management
- L. AI-assisted data conversion
- M. Data conversion
- N. Integration services
- O. IoT-GIS integration

2.12. Digital Land Surveying Products – Field Equipment & Office Use

- A. Digital measuring equipment
- B. Surveying instruments and kits
- C. Surveying robots
- D. GNSS (Global Navigation Satellite Systems) surveying equipment and systems
- E. Digital levels
- F. GNSS devices, including but not limited to:
 - 1. Mobile
 - 2. Base stations
- G. Laser rangefinders
- H. Laser scanners
- I. Total stations
- J. Autonomous surveying systems
- K. Laser scanning and High-Definition Surveying (HDS)
- L. Mobile mappers (Survey grade version of multi-sensor vehicle mounted Reality Capture hardware)
- M. Real-Time Kinematics (RTK)
- N. Remote sensing acquisition (Land Surveying)
- O. Total survey stations, including but not limited to:
 - 1. Robotic Total Stations
 - 2. Reflectorless Total Stations

- 3. GNSS Total Stations
- 4. Conventional
- P. Boundary surveying software
- Q. Sketch verification
- R. Mobile mapping systems

2.13. Product Related Services

The following services must be in support of a product within the scope of this RFO. However, product related services may be provided without the sale of an accompanying product.

- A. Installation
- B. Warranty
- C. Maintenance
- D. Support
- E. Training
- F. Subscriptions
- G. Managed Services

2.14. Exclusions/Out of Scope

The following products and services are not in the scope of this RFO:

- A. Deliverables-Based Information Technology Services (DBITS).
- B. Professional or consulting services as defined in Chapter 2254 of the Texas Government Code.
- C. Products identified on the State of Texas Prohibited Software/Applications/Developers (manufacturers) list posted at:
<https://dir.texas.gov/information-security/prohibited-technologies>
- D. Telecommunications services, including any telecommunications services offered in a contract awarded by DIR under a TEX-AN procurement.
- E. Products/Services that are not advertised in this RFO in the NIGP Commodity Codes Table on the Title page of this RFO.

2.15. Texas Geographic Information Office (TxGIO) Coordination Requirements

- A. Respondents should be aware of additional requirements that will apply to State agency Customers purchasing many products and services within the scope of this RFO. Section 16.021 of the Texas Water Code established the Texas Geographic

- Information Office (TxGIO) (formally known as Texas Natural Resources Information System (TNRIS)) as the centralized clearinghouse for the state's geographic data and resources. TxGIO coordinates the state's acquisitions of imagery, lidar, land cover, land parcels and address points. State agency Customers must comply with Texas Administrative Code Chapter 205 Geographic Information Standards, which outlines technical standards for state agency geographic datasets and geographic information systems users and developers. For more information on Texas Administrative Code Chapter 205, visit https://texas-sos.appianportalsgov.com/rules-and-meetings?chapter=205&interface=VIEW_TAC&part=10&title=1.
- B. For Geospatial Products (i.e. outputs of GIS hardware, software and services, such as datasets, lidar, and imagery), state agency Customers will first contact the TxGIO Strategic Mapping Program at StratMap@twdb.texas.gov before initiating a solicitation.
 - C. State agency Customers that procure a public domain dataset (Geospatial Products that do not require a license) must make the dataset available to TxGIO, which will make the datasets available to other agencies, institutions of higher education, and the public at the discretion of TxGIO.
 - D. State agency customers must make all non-proprietary geographic datasets available in at least one digital format that is recognized by the most commonly used geographic information systems. This does not preclude state agency Customers from obtaining geographic datasets in other data formats. State agency Customers should consult TxGIO for guidance needed on acceptable dataset formats.

2.16. Pricing

- A. Respondents must comply with the requirements of this RFO as written, and price Responses accordingly. DIR strongly discourages any Respondent from indicating that it does not agree or does not comply with a provision because the Respondent is unwilling to price it (for risk, liability, or any other reason).
- B. For the purposes of obtaining pricing and evaluating the responses to this RFO, Respondents shall price and discount any products, services, or related services submitted in response to this RFO by using **Exhibit E Pricing Sheet**.
- C. Respondents must respond as follows to the **Exhibit E Pricing Sheet** for each product, service, and related service included in the Response. Failure to respond as instructed may result in the Response being disqualified.
- D. For purposes of this RFO, there are four tabs identified below that are in **Exhibit E Pricing Sheet**. Respondents shall complete all tabs which are applicable to their Response. See Instructions Tab in **Exhibit E Pricing Sheet** for completing each tab.

1. Tab 1: Instructions
2. Tab 2: Products
3. Tab 3: Services and Related Services
4. Tab 4: Volume Pricing
- E. Respondent may propose by product/service, product/service category, brand, or any group of products/services that is applicable to Respondent's pricing structure if the discount off MSRP/List Price is the same for that product/service category, or group of products/services.
- F. The Customer price shall include all shipping, handling fees, and DIR Administrative Fee.
- G. DIR encourages Respondents to offer volume pricing or discounts.

2.16.1 Automated Pricing Form in BidStamp Vendor Information System (VIS)

- A. In addition to submitting a completed **Exhibit E Pricing Sheet**, Respondents **must submit product pricing for all products included in a Response on DIR's Automated Pricing Form in the BidStamp VIS**. Failure to respond as instructed may result in a Response being disqualified from further evaluation. Please note **only products** should be included on this Automated Pricing Form in BidStamp VIS. Respondents should not enter services in BidStamp VIS.
- B. **Respondents must submit the discounts on the Automated Pricing Form in BidStamp VIS** by selecting the "Create Pricing Form" button.
- C. **Automated Pricing Form:** Respondents must categorize products by brand, product category, product family or other group of Respondent's choice.
- D. Respondents must offer only one discount for each proposed brand, product family, or other group. The discount must apply to all products within that brand, product family or other group.
- E. The price to the Customer shall include all shipping and handling fees.
- F. BidStamp VIS Automated Pricing fields include:
 - i. **Product Category/Function:** Respondents must enter the product family or product category of the proposed brand. Example: Case Management
 - ii. **Brand Name:** Respondents must enter the brand name of the proposed products. Example: Sony. The brand name must be submitted as spelled in the general marketplace. Example: HoverCam is correct. Hover Cam is incorrect.
 - iii. **Discount off MSRP or List Price:** Respondents must provide the discount for each detailed line item and each proposed brand. Respondents proposing more than one discount for the same brand must enter the total average discount for that brand.

2.17. Electronic and Information Resources (EIR) Accessibility

- A. Under Texas Government Code, Chapter 2054, Subchapter M, and DIR implementing rules, DIR's state agency and Institution of Higher Education Customers must procure EIR that complies with the accessibility standards defined in the Texas Administrative Codes 1 TAC 206, 1 TAC 213, and in the [Worldwide Web Consortium WCAG 2.1 AA](#) technical standard as applicable, and when such products or services are available in the commercial marketplace or when such products are developed in response to procurement solicitations. All associated documentation must also be in an accessible format. Examples of accessible format include: properly formatted PDFs created by exporting documents instead of creating a jpeg file; alt text for images; keyboard-only navigation; color contrast; compatible with zoom magnification; graphics include labels and do not rely solely on color.
- B. Accordingly, all Respondents must provide accessibility documentation (when applicable) in an accessible format:
 1. For each commercial product (also referred to as commercial off the shelf or COTS), and service products such as Software as a Service (SaaS), Platform as a Service (PaaS), and any other managed services that include a user interface, a completed Accessibility Conformance Report (ACR) or the specific URL to view the ACR online. See **Section 2.17.1** for detailed requirements.
 2. For non-product offerings (such as IT related development services, services that include user interfaces, managed services, online components, etc.), a Vendor Accessibility Development Services Information Request (VADSIR), which documents Respondent's capability or ability to produce or customize accessible applications and websites. See **Section 2.17.2** for detailed requirements. Support documentation and documentation as part of the final deliverable must be provided in an accessible format.
 3. The Policy Driven Adoption for Accessibility (PDAA) for Vendor Self-Assessment. See **Section 2.17.3** for detailed requirements.
- C. Responses with missing or incomplete required accessibility documentation will receive a failing score for the EIR accessibility evaluation and may be disqualified.

2.17.1 ACR Submission and Review

- A. All Respondents must provide ACRs created using the applicable sections of the Voluntary Product Accessibility Template® (VPAT®) Revised Section 508 Edition (version 2.4 or higher), WCAG (version 2.4 or higher or provide the specific URL to the online ACR on manufacturer(s)' websites (where available) for every product (as defined above) or product family (as applicable) included in the submitted pricelist. Instructions on how to complete this document are included in the template itself. The template is included in this RFO as **Exhibit J ACR (VPAT)**.

- B. Respondents claiming that a proposed product or family of products is exempt from accessibility requirements must specify the product(s) as such in "Notes" located in the product information section of the VPAT v.2.4 or higher, specifying each exempt product or product family with a supporting statement(s) for this position.
- C. Respondents that do not already have accessibility documentation should complete the form included in the bid package or may obtain the form located here: <http://www.itic.org/public-policy/accessibility>. Resellers should obtain an ACR(s) from the manufacturer or provide the specific URL for the online ACR on the manufacturer's website.
- D. For responses with greater than 10 ACRs, DIR will review a random sample of ACRs for credibility and completeness.
- E. Respondents that submit incomplete ACRs or are unable to provide or obtain ACRs for products it manufactures or for products from manufacturers it represents, may be required to submit a letter (Accessibility Statement) stating that some or all product(s) accessibility documentation may be missing, product accessibility is untested, and an explanation of alternate accommodation.

2.17.2 VADSIR Submission and Review

- A. Respondents must ensure that digital accessibility standards and best practices are integrated into key phases of the project development lifecycle including but not limited to planning, design, development, functional testing, maintenance; and report accessibility status at key project checkpoints as defined by Customers.
- B. Respondents must complete a VADSIR Questionnaire, included in this RFO as **Exhibit K VADSIR Questionnaire**, to document the Respondent's capability to develop accessible products if the response includes one or more of the following offerings:
 - 1. Website development services
 - 2. Web Application Development Services
 - 3. Custom development services as part of an integrated solution
 - 4. Client-based software application development services
 - 5. Other software development services containing one or more user interfaces (end user, administrative, etc.)
- C. Support documentation and documentation as part of the final deliverable must be provided in an accessible format.
- D. VADSIRs will be evaluated by DIR for credibility and completeness.

2.17.3 PDAA Submission and Self-Assessment Score

- A. **All Respondents** must complete **Exhibit I PDAA Self-Assessment Questionnaire** for

responses that include technology products or services. The PDAA generates a self-assessment score which is an indicator of the Respondent's organizational accessibility maturity or how the organization has implemented accessibility best practices within its operations and business processes. The PDAA is an organizational assessment, not an assessment of products or services listed in the Response.

- B. PDAA score will be included in the evaluation. A missing, incomplete, blank, or zero-score PDAA will receive a failing score and may be disqualified.

2.18. Form of Contract

2.18.1 Sample Master Cooperative Contract and Terms Negotiation

The required standard terms and conditions that will be included in any Master Cooperative Contract awarded as a result of this RFO are contained in the Sample Master Cooperative Contract included as **Attachment 1** and **Appendix A Standard Terms and Conditions** included as **Attachment 2**.

2.18.2 Requesting Exceptions

Respondent must use Exhibit A1 Exceptions Table and follow the instructions in RFO Section 3.7.3.5 to request any exception.

2.19. Term of Contract

DIR anticipates that the term of the Master Cooperative Contract will be an estimated two (2) years with one (1) optional two-year renewal and one (1) optional one-year renewal to be exercised by DIR at its discretion. Additionally, DIR, in its discretion, may extend the term of the Master Cooperative Contract by up to ninety (90) days under the then-current terms and conditions upon thirty (30) days written notice to the Successful Respondent.

3. GENERAL SOLICITATION INFORMATION

3.1. Point of Contact

- A. Pete Casals is the sole point of contact for this procurement. Routine correspondence may be directed to Pete Casals as follows:

Pete Casals
Department of Information Resources
300 W. 15th Street, Suite 1300
Austin, Texas 78701
E-mail: pete.casals@dir.texas.gov

- B. Respondents shall make no contact concerning this RFO with other DIR personnel, except as permitted by the point of contact. **Failure to comply with this requirement at any point prior to contract award may result in disqualification.** This restriction does not preclude discussions between affected parties for the purpose of conducting

business unrelated to this procurement. Contact with the DIR Historically Underutilized Business (HUB) office is allowed solely for the purpose of addressing HUB Subcontracting Plan (HSP) questions.

3.2. Response Integrity

- A. To ensure the integrity of the competitive process, a Respondent may not directly or indirectly communicate any of the contents of its Response to:
1. A competitor of the Respondent; or
 2. Any other company, corporation, firm, partnership, individual, or related entities of the same parent company engaged in the same line of business as the Respondent; or
 3. A related entity of the Respondent engaged in the same line of business as the Respondent.
- B. This prohibition is in effect during the preparation of the Response and while the Response is pending with DIR, including the negotiation and finalization of any resulting Master Cooperative Contract. The term "related entities" includes, but is not limited to, affiliates, subsidiaries, associates, branches, and divisions. It does not include entities that may occasionally enter into teaming agreements with one another to provide services under a contract with a third party but otherwise have no legal relationship with each other.
- C. When a related entity of the Respondent (whether related at the time Responses are due or at any time thereafter) submits a competing Response, DIR may require additional information to ensure each separate Response is independent. Failure to provide or fully disclose all such information may, at DIR's discretion, disqualify Respondent or result in the termination of any resulting Master Cooperative Contract.

3.3. Schedule of Events

DIR anticipates the following schedule for this RFO. DIR reserves the right to modify these dates at any time. Modifications to the schedule will be posted on the Electronic State Business Daily (ESBD) website.

Table 3: Schedule of Events

Date/Time	Activity
May 7, 2025	Publish RFO on Electronic State Business Daily
May 27, 2025 2:00 PM (CT)	Optional Pre-Proposal Webinar
May 30, 2025 5:00 PM (CT)	Deadline for submitting questions
June 17, 2025 2:00 PM (CT)	Deadline for DIR to receive Vendor references Deadline for submitting responses to RFO

Date/Time	Activity
June 18, 2025 – until completed	Evaluation of responses, oral presentations (if requested), negotiations, and contract execution

3.3.1 Optional Webinar

- A. DIR will hold a webinar for this procurement on the date and time specified in **Section 3.3 Schedule of Events**. It is recommended that at least one (1) Respondent representative attend this webinar.
- B. DIR will provide attendees the opportunity to submit written questions via the webinar. DIR requests that all questions submitted at the webinar reference the appropriate RFO or Exhibit page and section number.
- C. The webinar will provide overview information of the RFO and may provide preliminary answers to questions submitted prior to the question deadline as well as questions submitted via the webinar itself. Although DIR may provide tentative answers to questions on the webinar, only answers provided in writing by DIR as an Addendum to this RFO shall be considered official. Information in any form other than the materials constituting this RFO, its Exhibits, and any Addenda shall not be binding on DIR. DIR reserves the right to amend answers prior to the Response submission deadline.
- D. The webinar will be available live via the web. **To participate in this live interactive Webinar, you must register at:**

https://www.zoomgov.com/webinar/register/WN_1IWQ42ZyRWqNMcqT75f7Aw

3.3.2 Written Questions and Answers

- A. Respondents may submit all questions regarding this RFO through the BidStamp VIS. **Questions regarding this RFO will be accepted until the date and time specified above in 3.3 Schedule of Events.**
- B. Official answers will be posted as an Addendum to this RFO, on the Electronic State Business Daily (ESBD), available at <http://www.txsmartbuy.com/esbd>.
- C. By submission of a question, potential Respondents acknowledge that the applicable question will be posted with each answer; therefore, potential Respondents should not include any confidential or proprietary information in such questions. DIR will not publish the identity of any potential Respondent that submitted any particular inquiry.
- D. Wherever possible, DIR encourages Respondents to use this process to resolve any questions regarding this RFO rather than submitting assumptions or exceptions with its Response. DIR will make a good faith effort to answer all questions submitted. However, DIR may decline to provide substantive answers to questions that are vague, overly broad, or unrelated to this RFO, or may refer potential Respondents to previous answers to similar questions as appropriate.

3.4. Historically Underutilized Businesses

- A. The purpose of the Historically Underutilized Business (HUB) Program is to promote full and equal business opportunities for all businesses in State contracting in accordance with the goals specified in the State of Texas Disparity Study. Each state agency must make a good faith effort to meet or exceed the goals identified below and assist HUBs in receiving a portion of the total contract value of all contracts that the agency expects to award in a fiscal year in accordance with the following procurement goals/percentages:
1. 11.2% for heavy construction other than building contracts;
 2. 21.1% for all building construction, including general contractors and operative builders' contracts;
 3. 32.9% for all special trade construction contracts;
 4. 23.7% for professional services contracts;
 5. 26.0% for all other services contracts;
 6. 21.1% for commodities contracts.
- B. It is the policy of DIR to make a good faith effort to achieve the annual program goals by contracting directly with HUBs or indirectly through subcontracting opportunities in accordance with the Texas Government Code, Chapter 2161.252(b), and HUB Rules promulgated by the Comptroller of Public Accounts (CPA), 34 TAC, Chapter 20.
- C. HUBs are strongly urged to respond to this RFO. Under Texas law, state agencies are required to make a good faith effort to assist HUBs in receiving certain percentages of the total value of contract awards. Successful Respondents who meet the qualifications are strongly encouraged to apply for certification as HUBs.

3.4.1 HUB Subcontracting Plan

- A. DIR has determined that subcontracting is probable under any Master Cooperative Contract awarded as a result of this RFO. **The HUB Goal for this RFO is 26%. ALL RESPONDENTS RESPONDING TO THIS RFO, INCLUDING THOSE THAT ARE HUB CERTIFIED OR THOSE WHO DO NOT PLAN TO SUBCONTRACT, MUST COMPLETE A HUB SUBCONTRACTING PLAN (HSP) IN ACCORDANCE WITH THE STATE'S POLICY ON UTILIZATION OF HUBs. THE HSP MUST BE INCLUDED AS PART OF THE RESPONSE TO THIS RFO. FAILURE TO COMPLETE THE HSP AS INSTRUCTED MAY RESULT IN DISQUALIFICATION OF THE RESPONSE FROM CONSIDERATION.**

- B. The State's Policy on Utilization of Historically Underutilized Businesses and HSP forms are available at: <https://comptroller.texas.gov/purchasing/vendor/hub/forms.php>.
- C. Please review the HSP forms carefully and allow sufficient time to identify and contact HUBs and allow them to respond.
- D. Respondent must demonstrate a good faith effort to contract with new HUBs if currently proposed HUBs have performed as subcontractors to the Successful Respondent for more than five (5) years. If the Successful Respondent does not plan to subcontract, Successful Respondent must state that fact in their plan. A scan of the original, signed paper copy of the HSP must be uploaded into BidStamp. Please provide an unsigned copy of the editable PDF in BidStamp as well. The completed, approved plan shall become a part of the Contract if the Respondent is selected to receive a contract as a result of this RFO.

3.4.2 HUB Resources Available

- A. A list of certified HUBs is available on the Texas Comptroller of Public Accounts (CPA) Website at: <https://mycpa.cpa.state.tx.us/tpasscmbsearch/index.jsp>. For additional information, contact the CPA's HUB program office at StatewideHUBProgram@cpa.texas.gov.
- B. If Respondent knows of any businesses that may qualify for certification as a HUB, they should encourage those businesses to contact the CPA HUB program office.

3.5. Successful Respondent Qualifications

Respondents to this RFO must be one (1) of the following:

- A. Manufacturer or publisher of the offered product who will sell directly to Customers through a DIR Master Cooperative Contract.
- B. Manufacturer or publisher of the offered product who will execute a DIR Master Cooperative Contract with DIR and designate one or more Designated Reseller to sell directly to Customers on its behalf. The manufacturer or publisher may also sell directly to Customers.
- C. Dealer, reseller, or service provider who will sell directly to Customers through a DIR Master Cooperative Contract.

3.5.1 Federal Requirements

- A. State agencies are prohibited from doing business with terrorists and terrorist organizations. Any Respondent listed in the prohibited vendor list authorized by Executive Order #13224, "*Blocking Property and Prohibiting Transactions with Persons Who Commit, Threaten to Commit, or Support Terrorism*", published by the United States Department of the Treasury, Office of Foreign Assets Control ("Terrorism List") shall not be awarded a Master Cooperative Contract as a result of this RFO. Any Successful

Respondent must agree that if at any time during the term of the Master Cooperative Contract the Successful Respondent is listed on the Terrorism List, the Successful Respondent shall promptly notify DIR. As part of DIR's contract management, periodic checks will be performed to ensure Successful Respondent remains in compliance with these federal requirements. DIR shall have the absolute right to terminate the Master Cooperative Contract without recourse in the event the Successful Respondent becomes listed on the Terrorism List.

- B. Should any Successful Respondent become suspended or debarred from doing business with the federal government as listed in the *System for Award Management (SAM)* maintained by the General Services Administration, the Successful Respondent's Master Cooperative Contract may be terminated without recourse.
- C. Successful Respondents shall comply with the requirements of the Immigration and Reform Act of 1986, the Illegal Immigration Reform and Immigrant Responsibility Act of 1996 ("IIRIRA"), and the Immigration Act of 1990 (8 U.S.C.1101, et seq.) regarding employment verification and retention of verification forms for any individual(s) hired on or after the effective date of the 1996 Act who will perform any labor or services under a Master Cooperative Contract.

D. The Education Department of General Administrative Regulations (EDGAR) are the federal regulations that govern all federal grants awarded by the U.S. Department of Education on or after December 26, 2014. EDGAR encourages the use of cooperative agreements for procurement or use of common or shared goods and services in order to foster greater economy and efficiency. DIR uses an open market competitive procurement process to award contracts as required by Texas Government Code Sections 2054 and 2157. If Successful Respondent provides evidence of its EDGAR compliance that DIR, to the best of information and belief, finds to be satisfactory, then DIR may identify Successful Respondent as certifying that all or a portion of Successful Respondent's listings are EDGAR eligible, and DIR may then permit Successful Respondent to so identify all or part of its offerings on Successful Respondent's DIR website. In such cases, upon request from an Eligible Customer, Successful Respondent must complete EDGAR certification affirmation forms to satisfy such Eligible Customer's requirement. Respondents may submit a completed **Exhibit H EDGAR Certification Form** with the Response to demonstrate evidence of EDGAR compliance.

3.5.2 Successful Respondent Performance and Debarment

In accordance with 34 TAC, Chapter 20, Subchapter C, a Respondent that is debarred from doing business with the State of Texas will not be awarded a Master Cooperative Contract. The list of debarred vendors is located on the CPA website at:

<https://comptroller.texas.gov/purchasing/programs/vendor-performance-tracking/debarred-vendors.php>

3.5.3 Required Respondent and Subcontractor Current and Former State Employee Disclosures

Respondent shall provide all disclosures, for itself and on behalf of all of its subcontractors, as instructed in **Exhibit A Response Certification Form**.

3.5.4 Letters of Authorization

Any Respondent who is not the manufacturer or publisher of a product included in its Response must supply a signed letter from the manufacturer or publisher certifying that Respondent is an authorized reseller of the manufacturers or publisher's products to Eligible Customers, and may sell such products under the terms and conditions of the DIR Contract. **Signed letters of authorization must be submitted with the Response. Failure to supply all letters of authorization may result in elimination of the related product or disqualification of the entire Response, as determined in DIR's discretion.**

3.6. Response Deadline and Submission Requirements

- A. Respondents are required to submit Responses in accordance with the requirements outlined in this RFO. Responses must be received by DIR on or before **the date and time specified in Section 3.3 Schedule of Events. Late Responses will be rejected.**
- B. The system clock in the BidStamp VIS is the official timepiece for determining compliance with the deadline. All responses will be date and time stamped electronically in the BidStamp VIS or, if accommodation is granted by DIR, in accordance with the instructions provided when the accommodation is approved.

3.7. Response Instructions

- A. Respondent will follow the instructions set forth in the Exhibits and Attachments to this RFO.
- B. Each section, Exhibit, and Attachment of this RFO, along with any other associated files, contains individual detailed instructions regarding the required format of the Respondent's Response. The Respondent is required to respond according to the instructions contained in each section of this RFO.
- C. Respondent's Response must be consistent with the structure, sequencing, and terminology used in this RFO.

3.7.1 BidStamp Vendor Information System (VIS) Portal

DIR's BidStamp Vendor Information System (BidStamp VIS) provides prospective Respondents with the ability to create a profile that supports the key functions required during the solicitation Response process. The high-level processes associated with the portal include vendor account/profile creation, vendor contact creation, vendor account management, and Response submission. In addition to the account management and solicitation response capabilities enabled by the BidStamp VIS portal, Respondents will be able to view open solicitations and additional information about DIR.

3.7.1.1 VIS Account Request Process

- A. Before users can access any of the BidStamp VIS portal functionality, they will be required to provide login credentials to access a new or existing account. Respondents may access the BidStamp VIS Portal via <http://dircommunity.force.com/BidStamp>, and enter in their access credentials. If a potential Respondent does not yet have login credentials, the Respondent should request one by clicking on "Are you a Vendor and need to request an account?" button that is located on the login page. **NOTE:** This process can take up to forty-eight (48) hours to complete. Interested parties should not wait until the closing date to begin the process of creating an account.
- B. Instructions for VIS account access and using the BidStamp VIS portal to submit

solicitation response can be found on DIR's [Information for Vendors](#) webpage.

3.7.1.2 Solicitation Response Requirement

- A. **Any Respondent to this RFO must submit their Response through the BidStamp VIS unless other arrangements are approved by DIR in advance of the RFO due date and time.** Persons with disabilities who seek accommodation, under the Americans with Disabilities Act (ADA), in responding to this solicitation may contact DIR at the point of contact in **Section 3.1 Point of Contact**. Please allow at least five (5) Business Days for response.
- B. Respondents shall follow the specific naming conventions detailed in this RFO. For electronic files, the Respondent must use a three-letter identifier preceding each named file (e.g., Big Service Company, Inc., "BSC"). This three-letter identifier shall replace the "ABC" referenced in the file names below. **All files submitted by the Respondent should use the same three-letter identifier.**
- C. Non-submission of any of the requested information may disqualify the Respondent's Response from further consideration by DIR.

3.7.2 No Marketing Materials Desired

Unnecessarily elaborate brochures or other presentations beyond those requested and sufficient to present a complete Response are not desired and will not be considered.

3.7.3 Response Documents

3.7.3.1 Response Certification Form

- A. Respondent shall complete and sign **Exhibit A Response Certification Form** of this RFO document. **Exhibit A Response Certification Form** must be completed and signed.
- B. Failure to sign **Exhibit A Response Certification Form** will result in the disqualification of the Response.

3.7.3.2 Exhibit B Respondent History and Experience

- A. Respondent shall complete **Exhibit B Respondent History and Experience**, providing information regarding its past relevant experience.
- B. Respondent shall not refer to information provided elsewhere in the Response or reference website links.
- C. Respondent may expand sections of **Exhibit B Respondent History and Experience** to answer questions, but may not create a different document for submission.

3.7.3.3 Exhibit C Customer Marketing and Support Plan

- A. Respondent shall complete **Exhibit C Contract Marketing and Customer Support Plan**, providing information regarding its past relevant experience.
- B. Respondent shall not refer to information provided elsewhere in the RFO Response or reference website links.
- C. Respondent may expand sections of **Exhibit C Contract Marketing and Customer Support Plan** to answer questions, but may not create a different document for submission.

3.7.3.4 Exhibit F Respondent References

- A. Respondent must complete the top portion of and send **Exhibit F Reference Form** to a minimum of three (3) entities who are willing and able to provide comments on the Respondent's ability to provide the products and services offered in the Response. References must comment on work performed by the Respondent in the past five (5) years. Additional instructions are included in **Exhibit F Reference Form**. DIR will only consider the first three (3) references received.
- B. DIR is not responsible for undeliverable e-mails or for non-responsive references. Respondent's references will be considered in accordance with **RFO Section 4.2.2 Weighted Evaluation Criteria**. References must respond directly to DIR on the form provided by the due date in order to be considered for evaluation. **Exhibit F Reference Form** must be submitted by the reference directly to the point of contact listed in the Reference Form. Respondents may not submit the reference form to DIR. Completed **Exhibit F Reference Forms** submitted by the Respondent will **NOT** be considered.
- C. For each entity that an **Exhibit F Reference Form** is sent to, Respondent **shall also submit** with their response a signed RFO **Exhibit G Respondent Release of Liability**. DIR may contact References for clarification at DIR's discretion.

3.7.3.5 Exhibit A1 Exceptions Table – Requesting Exceptions to Requirements

- A. The required standard terms and conditions that will be included in any Master Cooperative Contract awarded as a result of this RFO are contained in the Sample Master Cooperative Contract included as **Attachment 1** and **Appendix A Standard Terms and Conditions** included as **Attachment 2**.
- B. DIR expects each Respondent to comply with the requirements of this RFO as written. Respondents are encouraged to not request exceptions to standard contract terms and conditions.
- C. However, if a Respondent cannot comply with a term of the Master Cooperative Contract and its Appendices, Respondent may take exception to such term and must propose

alternative language in the Response through the instructions outlined in this Section. Exceptions to the RFO document itself are prohibited.

1. Failure to abide by these instructions may result in DIR rejecting all exceptions submitted by the Respondent.
 2. DIR may disqualify a Respondent based on any individual exception or combination of exceptions if, in DIR's discretion, Respondent's exceptions are excessive or unlikely to be resolved to DIR's satisfaction. Exceptions will be considered by DIR in determining best value for the State.
 3. DIR, in its discretion, may or may not accept a Respondent's requested exceptions.
- D. Respondents must submit any exceptions using **Exhibit A1 Exceptions Table** and name it "Respondent Name_xxx_Exceptions" (where "xxx" is the Respondent entity's name. The name can be abbreviated/acronym format, but should be easily associated with the Respondent.) No other formats will be considered.

Exceptions must include:

1. Solicitation document title (Exhibit, Attachment, etc.) section number and section title;
2. Explanation as to why Respondent cannot comply with the term or condition; and
3. Proposed alternate language (redlined against the standard language).

If there are no exceptions, the Respondent shall explicitly state in **Exhibit A1 Exceptions Table** "Respondent Name_xxx_Exceptions" that the Respondent takes no exception to any part of this RFO.

- E. Any requested exceptions to the standard contract terms and conditions must include a legally sustainable reason for the exception; exceptions submitted without a legally sustainable reason will not be considered. Examples of nonresponsive explanations include:
1. Referencing negotiation of revised language in another DIR or state agency contract;
 2. Referring to an internal division's need for the revised language without a valid reason as to why the exception is necessary;
 3. Indicating the proposed language is "negotiable;" and
 4. Referencing Respondent's own terms and conditions or alternative contractual documents.
- F. If Respondent fails to note any exception within its initial Response, the Respondent will not be allowed to request an exception later in the procurement process. No new exceptions will be considered after an initial Response has been submitted.

- G. If Respondent fails to provide proposed alternate language within its initial Response, DIR will not consider the exception.
- H. If a Respondent is unable to comply with these provisions, the Respondent's Response may be subject to disqualification from further consideration. Material deviation (including excessive, additional, inconsistent, conflicting, or alternative terms) may render the Response non-responsive and may result in rejection of the Response.
- I. DIR reserves the right to make changes to the Master Cooperative Contract and its Appendices if it is in the best interest of the State to do so. Should this occur prior to the award of any Master Cooperative Contract, any Respondent selected for negotiations will be notified.

3.7.3.6 Letters of Authorization

Respondents that are not the manufacturer or publisher of the proposed products or services must submit a letter of authorization from the manufacturer or publisher. Refer to **RFO Section 3.5.4** for detailed information.

3.7.3.7 Addenda to the RFO

Respondents are encouraged to acknowledge receipt of all Addenda to this RFO by providing a completed and signed copy of each addendum with their Response, as instructed in the addendum. Respondents will be held to all terms and requirements of each Addendum regardless of the provision of a signed copy of the Addendum. Respondents will also be held to all terms and requirements of any Addenda issued after their submission of a Response to this RFO.

3.7.4 Response Files

The following table summarizes the files to be loaded into the BidStamp VIS in order to be considered a complete Response, with the corresponding file names.

Table 4: Response Files

(ABC=company's name abbreviation)

RFO Reference	Form of Response
Exhibit A: Response Certification Form, see RFO Section 3.7.3.1	"ABC_596_Exhibit A.docx"
Exhibit B: Respondent History and Experience, see RFO Section 3.7.3.2	"ABC_596_Exhibit B.docx"
Exhibit C: Contract Marketing and Customer Support Plan, see RFO Section 3.7.3.3	"ABC_596_Exhibit C.docx"
Exhibit D: HUB Subcontract Plan (HSP), see RFO Section 3.4.1	"ABC_596_HSP.pdf"
Exhibit E: Pricing Sheet, see RFO Section 2.15	"ABC_596_Pricing.xlsx"

RFO Reference	Form of Response
Exhibit G: Respondent Release of Liability, see RFO Section 3.7.3.4	"ABC_596_Exhibit G.docx"
Exhibit H: EDGAR Certification Form (if applicable), see RFO Section 3.5.1(D)	"ABC_596_EDGAR.docx"
Exhibit I: PDAA Self-Assessment Questionnaire, see RFO Section 2.16.3	"ABC_596_PDAA.docx"
Exhibit J: ACR (VPAT), see RFO Section 2.16.1	"ABC_596_ACR_Brand.docx" *include the actual "Brand" name in the document naming convention*
Exhibit K: VADSIR (if applicable), see RFO Section 2.16.2	"ABC_596_VADSIR.docx"
Exhibit A1: Exceptions, see RFO Section 3.7.3.5	"ABC_596_Exceptions.docx"
Letters of Authorization, see RFO Section 3.5.4	"ABC_596_LOA_Brand.docx" *include the actual "Brand" name in the document naming convention*
BidStamp Pricing Entry for all products, see RFO Section 3.15.1	See Pricing Instructions for Details

3.8. Rejection of Responses

DIR reserves the right to reject any and all Responses received as a result of this RFO. Responses that do not comply with the mandatory submission requirements may be rejected. In addition, DIR reserves the right to accept or reject, in whole or in part, any Responses submitted, and to waive minor technicalities when in the best interest of the State.

3.9. Right to Amend or Withdraw RFO

- A. DIR reserves the right to alter, amend, or modify any provision of this RFO, or to withdraw this RFO, in whole or in part, at any time prior to the award of a Master Cooperative Contract if doing so is in the best interest of the State. DIR reserves the right to re-solicit for like or similar products and services whenever it determines re-solicitation to be in the best interest of the State.
- B. Any changes or additional information regarding this RFO will be posted as an Addendum on the ESBD, at <http://www.txsmartbuy.com/esbd>. It is the responsibility of Respondents to monitor the web site for Addenda. Respondent's failure to periodically check the ESBD will in no way release the Respondent from Addenda or additional information resulting in additional costs to meet the requirements of the RFO.

3.10. Pre-agreement Costs and Responsibilities

- A. DIR shall not be responsible or liable for any cost incurred by any Respondent in the preparation and submission of its Response to this RFO or for other costs incurred by

participating in this procurement process.

- B. The issuance of this RFO does not imply that DIR is making an offer to do business with any RFO recipient or Respondent. No agreement or other binding obligation on DIR is implied or will occur unless and until a definitive agreement is executed. The issuance of this RFO and the submission of the Respondent's Response do not create any obligation upon DIR to purchase goods or services from the Respondent, or to enter into any binding legal relationship with one (1) or more of the Respondents.
- C. DIR makes no representations or warranties regarding the accuracy or completeness of the information contained in this RFO, its Appendices, or Attachments. Each Respondent is responsible for making its own evaluation of information and data contained in this RFO and in preparing and submitting its Response.

3.11. Ownership of Responses

All Responses become the property of DIR. DIR reserves the right to use any and all information or materials presented in response to this RFO. Disqualification of a Respondent's Response does not eliminate this right.

3.12. Public Information

- A. DIR is a government agency subject to the Texas Public Information Act. Responses submitted to DIR as a result of this RFO are subject to release as public information. Responses of Successful Respondents will be published on DIR's website after contracts are executed, and all other Responses are subject to release upon completion of the procurement or if the procurement is terminated.
- B. If a Respondent believes that its Response, or parts of its Response, may be exempted from disclosure under Texas law, Respondent must submit both a redacted and unredacted copy of its Response. In the unredacted copy, Respondent must specify page-by-page and line-by-line the parts of the Response that it believes are exempt. Respondent may not mark its complete Response "copyrighted" or mark every page as proprietary or confidential. In addition, the Respondent must specify which exceptions are applicable and provide detailed reasons substantiating the exceptions. DIR may publish or release the redacted copy of the Response without notice to or consent from Respondent.
- C. If a Respondent fails to provide redacted and unredacted copies of its Response, or fails to specifically identify information that Respondent believes to be excepted from disclosure within its Response, then Respondent waives any and all claims against DIR for the release of such information, regardless of whether DIR provided prior notice to Respondent of such release.
- D. Pursuant to Texas Government Code Section 2252.907, Respondent is required to make any information created or exchanged with the state pursuant to a Master Cooperative Contract awarded under this RFO, and not otherwise excepted from disclosure under the

Texas Public Information Act, available in a format that is accessible by the public at no additional charge to the state.

- E. The Office of the Texas Attorney General (OAG) has the sole authority to determine whether information is confidential and not subject to disclosure under the Public Information Act. DIR shall comply with all decisions of the OAG.
- F. DIR assumes no responsibility for asserting legal arguments on behalf of any Respondent. Respondents are advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

3.13. News Release

Respondent-initiated news releases pertaining to this RFO shall not be made without prior written approval of DIR. A minimum of ten (10) business days written notice is required for such approval.

4. EVALUATIONS, NEGOTIATIONS, AND AWARD

4.1. Evaluation of Responses

- A. DIR will review Responses to determine responsiveness to this RFO. All determinations about responsiveness to this RFO are final.
- B. At any time during the evaluation process, DIR may ask any or all Respondents to elaborate on or clarify specific points or portions of their Response. DIR's request and Respondent's response shall be in writing.

4.2. Evaluation Criteria

4.2.1 Pass/Fail Criteria

In addition to the weighted criteria listed below DIR also reviews additional pass/fail criteria as follows:

- A. Financial information is a pass/fail review based on the Respondent's financial stability as reported by Dun and Bradstreet. Respondent shall provide an accurate DUNS number on **Exhibit A Response Certification Form**. Respondent must ensure the DUNS number provided corresponds to the company address on file with Dun and Bradstreet, as well as the legal entity name and address provided by Respondent on **Exhibit A Response Certification Form**.

The Respondent must maintain evidence of financial stability in order to be awarded a Master Cooperative Contract. The Dun and Bradstreet check may be completed at additional points prior to a potential Master Cooperative Contract award to ensure the Respondent remains in compliance.

- B. Completion and signing of a HUB Subcontract Plan; and

- C. Compliance with applicable provisions of Sections 2155.074, 2155.075, 2156.007, 2157.003, and 2157.125, Texas Government Code. Respondents may fail this criterion for any of the following reasons:
 - 1. A score of less than “C” in the Vendor Performance System;
 - 2. Currently under a Corrective Action Plan through the CPA, having repeated negative Vendor Performance Reports; and
 - 3. Having purchase orders that have been cancelled in the previous twelve (12) months for non-performance (including but not limited to late delivery, etc.).
- D. Compliance with Texas Government Code Chapter 2054, subchapter M, 1 TAC 206, 1 TAC 213, and WC3 WCAG 2.1 AA technical standards, as applicable. Respondents may fail this selection criterion for any of the following reasons:
 - 1. Missing or incomplete ACRs for products listed on the itemized price sheet;
 - 2. Missing or incomplete VADSIR for proposed development services on the itemized price sheet or;
 - 3. Missing, incomplete, blank, or zero-score PDAA self-assessment.

4.2.2 Weighted Evaluation Criteria

- A. DIR will use the following criteria and weight to be used in determining the best value for the State:
 - 1. **Pricing (Exhibit E)** - 40%
 - 2. **Exhibit B: Respondent History and Experience** – 30%
 - 3. **Exhibit C: Contract Marketing and Customer Support Plan** – 30%
- B. DIR’s evaluation of Respondent’s history and experience may include consideration of Respondent performance as recorded in the CPA Vendor Performance Tracking System as described in the Texas Administrative Code, 34 TAC 20.115.
- C. DIR will consider exceptions as provided in **RFO Section [3.7.3.5](#)**.

4.3. Negotiations

- A. At the conclusion of the evaluation, as described within **RFO Section [4.1](#)** above, DIR will determine the number of Respondents with whom it will start negotiations. Negotiations will continue until DIR, in its discretion, determines that the best value for the State has been obtained.

- B. In the event of prolonged negotiations due to the number or significance of exceptions taken, lack of responsiveness, or other failure to close negotiations on the part of Respondent that are not due to a failure on the part of DIR, DIR may, in its discretion, bypass the Respondent and commence negotiations with the next-highest scoring Respondent, or continue with the current Respondent with a shorter contract term.

4.4. Award of Master Cooperative Contract

DIR shall make the decision to award a Master Cooperative Contract if in the best interest of DIR and the State to do so. DIR's decision on any award is final. Any award for this RFO shall be posted under requisition number RFO DIR-CPO-TMP-596 on the ESD, <http://www.txsmartbuy.com/esbd>, upon execution of a Master Cooperative Contract. All Responses and working papers pursuant to this RFO are not subject to disclosure under the Public Information Act until all Master Cooperative Contracts resulting from this RFO have been executed.

4.5. Protest Procedures

Any person who is aggrieved in connection with this RFO, evaluation, or award of a Master Cooperative Contract may formally protest to DIR in accordance with the protest procedures posted on the DIR website at:

<http://dir.texas.gov/View-Information-For-Vendors/Pages/Content.aspx?id=21>

End of RFO



Addendum 1

SOLICITATION NUMBER:	DIR-CPO-TMP-596
SOLICITATION NAME:	Geographic Information Systems (GIS) & Digital Land Surveying Products and Services
ADDENDUM NUMBER:	1

Addendum Date: June 4, 2025

If you should have any questions regarding this Addendum, please contact:

Pete Casals
 Department of Information Resources
 300 W. 15th Street, Suite 1300
 Austin, Texas 78701
 Email: pete.casals@dir.texas.gov

Notice is given to Respondents desiring to submit a response to the above referenced solicitation that additional information is required:

This Addendum modifies the solicitation for Geographic Information Systems (GIS) & Digital Land Surveying Products and Services, Solicitation No. DIR-CPO-TMP-596, released May 7, 2025. It informs the parties that:

Pre-Proposal Conference Slides, Pre-Proposal Conference Attendee List, and Pre-Proposal Video Link have been provided. **In the submission of its response to this solicitation, Respondents shall submit this signed "page one" of the Addendum, acknowledging receipt of the Addendum.**

Respondent Acknowledgment of Receipt

(printed entity name)

(printed name of authorized representative)

(signature of authorized representative)

(date)

This addendum to Request for Offer DIR-CPO-TMP-596:

1. Includes Pre-Proposal Conference Presentation Slides;
2. Includes Pre-Proposal Conference Attendees List;
3. Includes Pre-Proposal Conference Video

1. PRE-PROPOSAL CONFERENCE PRESENTATION SLIDES

Please see the following pages.

2. PRE-PROPOSAL CONFERENCE ATTENDEES LIST

Please see the following pages.

3. PRE-PROPOSAL CONFERENCE VIDEO

Video Link: <https://youtu.be/u4qedj8l8j4>

Geographic Information Systems (GIS) Digital Land Surveying Products and Services
DIR-CPO-TMP-596

Pre-Proposal Conference 5/27/202 - Attendee List

No.	Organization	Name	Job Title	Email
1	1-Day Inspections	Dylan Robbins	President	dylan@1dayinspections.com
2	AECOM Technical Services, Inc.	Vicki Torgerson	Proposal/Marketing Manager	vicki.torgerson@aecom.com
3	AECOM Technical Services, Inc.	Kristi Teykl	Digital Solutions Practice Lead	kristi.teykl@aecom.com
4	AECOM Technical Services, Inc.	Bobby Riley	pm	bobby.riley@aecom.com
5	Aero-Graphics	Bernie Doud	Strategic Partnerships Coordinator	bdoud@aero-graphics.com
6	Aero-Graphics	Kelly Francis	Co-President	kfrancis@aero-graphics.com
7	Aero-Graphics	Bailey Costello	Project Manager	bcostello@aero-graphics.com
8	Aetos LLC	Brooke Kang	Proposal Manager	bkang@aetosllc.com
9	Aetos LLC	Chris Shilling	CTO	cshilling@aetosllc.com
10	Aetos LLC	Jose Negrete	Program Manager	mnegrete@aetosllc.com
11	Aetos LLC	Roseanne (Rosie) Negrete	Sr. Business Analyst	rnegrete@aetosllc.com
12	AllTerra Central	Allison Alford	Sales Logistics & Marketing Manager	allison.alford@allterracentral.com
13	Bad Elf, LLC	Nikolas Smilovsky	Geospatial Solutions Director	nik@bad-elf.com
14	Bad Elf, LLC	Christopher Zuniga	Geospatial Enablement Specialist	christopher@bad-elf.com
15	Bad Elf, LLC	Brett Hackleman	CTO	brett@bad-elf.com
16	Bad Elf, LLC	Larry Fox	VP Marketing	larry@bad-elf.com
17	Berntsen International Inc	Danielle Suess	Sales and Marketing Support Specialist	dsuess@berntsen.com
18	BIS Consultants	Alex Sanders	GIS Manager	asanders@bisconsultants.com
19	BIS Consultants	Mac Jones	GIS Analyst	mjones@bisconsultants.com
20	BIS Consultants	Samuel Becker	GIS Technician	sbecker@bisconsultants.com
21	BIS Consultants	Casey Osborn	Sales Manager	casey.osborn@bisconsultants.com
22	Blue Marble Geographics	Laura Ramage	Senior Account Manager	laurar@bluemarblegeo.com
23	BV	Lori Zimmerman	PS	zimmermanlb@bv.com
24	Collision & Crime Forensic Solutions	William Henningsen	General Manager	will@collisionfs.com
25	Cyient Inc.	Souvik Bhattacharya	Sr. Director	souvik.bhattacharya@cyient.com
26	Cyient Inc.	Subhransu Pattanayak	Bid Manager	subhransu.pattanayak@cyient.com
27	DAS Geospatial	Stephanie Beckham	Director of Business Development	stephanie@dasmmaps.com
28	Dymaptic	Melissa Knudsen	Sales Director	melissa.knudsen@dymaptic.com
29	EagleView Technologies	Kevin Beers	Senior District Manager - Texas	kevin.beers@eagleview.com
30	EagleView Technologies	Keeley Wightman	Sr Director of Strategy Deployment	keeley.wightman@eagleview.com
31	Evari GIS Consulting	Ari Isaak	Founder	ari@sdgis.com
32	exodigo	Diane Tippett	strategic pursuits manager	diane.tippett@exodigo.ai
33	FedTec, LLC	Parminder Kaur	Director	stateproposals@fedtec.com
34	Fugro USA Land, Inc	Heather Geyer	Technical and Business Development Manager	h.geyer@fugro.com
35	G4 Geomatic Resources LLC	Travis Lucy	Sales	travis.lucy@g4gr.com
36	G4 Geomatic Resources LLC	John Clark	Managing Partner	john.clark@g4gr.com
37	G4 Geomatic Resources LLC	Denise Steele	Controller	Denise.steele@g4gr.com
38	G4 Geomatic Resources, LLC	Christina Lucas	Logistics	christina.lucas@g4gr.com
39	GeoDecisions	Shelley Ressler	Business Development and Proposal Manager	sressler@gfnet.com
40	GeoDecisions	Ohan Oumoudian	VP of Geospatial Solutions	OOumoudian@geodecisions.com
41	GeoDecisions	Tony Duerkop	Sr GIS Analyst	tduerkop@gtfinc.com
42	Geographic Technologies Group	Jeffrey Stewart	Sales Associate	jstewart@geotg.com
43	GIS Surveyors	Sam Adams	Director of GIS	sadams@gissurveyors.com
44	Half	Gini Connolly	GIS Director	gconnolly@half.com
45	Half	Summer Nantz	Senior Proposal Coordinator	snantz@half.com
46	HDR	Thomas Brown	Sr. Geospatial Leader	thomas.brown@hdrinc.com
47	Houseal Lavigne	Robert Kain	GIS Integration Manager	rkain@hlplanning.com
48	ICF	Rebecca Bayham	GIS Developer	rebecca.bayham@icf.com
49	ICF	Ryan Bahnfleth	Director, GIS	ryan.bahnfleth@icf.com
50	Infosys Public Services	Patrick Kufrovich	Account Director	patrick.kufrovich@infosys.com
51	Innovate! Inc.	Monica Hager	Business Development Consultant	proposals@innovateteam.com
52	IntelliDyne LLC	Matt Kanjirath	Consultant - Proposal and Technical Writing	mkanjirath@intellidyne-llc.com
53	IntelliDyne LLC	Shelley McKown	Senior Technical Proposal Writer	smckown@intellidyne-llc.com
54	IntelliDyne LLC	Taylor Overos	Joint Venture Manager	toveros@intellidyne-llc.com
55	JMT Technology Group	Emily Woodward	Marketing Manager	ewoodward@jmt.com
56	JMT Technology Group	Bryan Kelley	Client Engagement Director	bkelley@jmtg.com
57	KCI Technologies, Inc.	Trent Park	Director	Trent.Park@KCI.com
58	KCI Technologies, Inc.	Dustin Henry	Vice President - Regional Practice Leader	dustin.henry@kci.com
59	KCI Technologies, Inc.	Kelly Freels	Regional Marketing Manager	kelly.freels@kci.com
60	KCI Technologies, Inc.	Samantha Rivera	Marketing Assistant	samantha.rivera@kci.com
61	Kucera International Inc.	Trish Horkan	Proposal Coordinator	p.horkan@kucerainternational.com

Geographic Information Systems (GIS) Digital Land Surveying Products and Services
DIR-CPO-TMP-596

Pre-Proposal Conference 5/27/2022 - Attendee List

62	Langan Engineering	Jenn Reasinger	Marketing Manager	jreasinger@langan.com
63	Lina T. Ramey and Associates, Inc.	Chris Freeman	Survey Program Manager	cfreeman@ltraengineers.com
64	Lina T. Ramey and Associates, Inc.	Julia Griffin	Marketing Coordinator	jgriffin@ltraengineers.com
65	Lina T. Ramey and Associates, Inc.	Vicki Thomason	Marketing Coordinator	vthomason@ltraengineers.com
66	Lina T. Ramey and Associates, Inc.	Lilah Ramey PE CFM	Chief Operating Officer	lturk@ltraengineers.com
67	LTRA	Valeria Garcia	Marketing	valeria.garcia@ltraengineers.com
68	Michael Baker International, Inc.	Paola Rozzi	Technical Proposal Writer	paola.rozzi@mbakerintl.com
69	Michael Baker International, Inc.	Drew Fioranelli	Director of Business Development	drew.fioranelli@mbakerintl.com
70	Michael Baker International, Inc.	Polly Boardman	National Geospatial Practice Lead	pboardman@mbakerintl.com
71	Natural Channel Design Engineering, Inc.	Sam Ebright	Lead Geospatial Analyst	sam@naturalchanneldesign.com
72	NewEdge Services, LLC	Brad Daugherty	President	bdaugherty@newedgeservices.com
73	Norman Global LLC	Cedric Norman	Owner	Cedric.Norman@norman-global.com
74	Norman Global LLC	Andrew Matej	Department Manager	Andrew.Matej@Norman-Global.com
75	NV5 Geospatial	Jason Nyberg	Account Manager Mountain Region	Jason.Nyberg@nv5.com
76	RESPEC	Alyssa DeTorrice	Associate Consultant	alyssa.detorrice@respec.com
77	ROK Technologies	Jeremiah Ervin	Strategic Account Executive	jervin@roktch.net
78	SAM	Bridget Marcotte	Senior Project Manager	Bridget.Marcotte@sam.biz
79	Texas Rural Water Association	Jason Knobloch	Deputy Executive Director	jason.knobloch@trwa.org
80	Texas Water Development Board	Clayton Reinier	Bathymetry Program Specialist	clayton.reinier@twdb.texas.gov
81	Texas Water Development Board	Joey Thomas	Strategic Mapping Program Manager	Joey.Thomas@twdb.texas.gov
82	Texas Water Development Board	Sean Salisbury	Geographic Data Coordinator	sean.salisbury@twdb.texas.gov
83	Texas Water Development Board	Ellen St. Romain	Elevation Program Specialist	ellen.stromain@twdb.texas.gov
84	Texas Water Development Board	Lauren Kirk	Imagery Specialist	lauren.kirk@twdb.texas.gov
85	Timmons Group, Inc.	Mike Wiley	Director, Business Development	mike.wiley@timmons.com
86	Timmons Group, Inc.	Andrea Marsters	Marketing Manager	andrea.marsters@timmons.com
87	Triple O Technologies	Olu Olusanya	MD	olu.olusanya@tripleotechnologies.com
88	United Geo Technologies LLC	Patricia Ingram-Coldewey	President	pingram@unitedgeotech.com
89	Upstream Tech	Miles van Blarcum	Growth & Partnerships	miles@upstream.tech
90	WGI, Inc.	Coleen Johnson	Director, Geospatial	coleen.johnson@wginc.com
91	WGI, Inc.	Jason Alvarez	Senior Operations Manager	jason.alvarez@wginc.com
92	WGI, Inc.	David Jauregui	Proposal Coordinator	david.jauregui@wginc.com
93	WGI, Inc.	Karen Woodworth	Proposal Coordinator	karen.woodworth@wginc.com
94	WGI, Inc.	Mark Topping	Client Solutions Lead	Mark.Topping@wgeospatial.com
95	Woolpert, Inc	Kelli Axley	Proposal Coordinator II	kelli.axley@woolpert.com
96	Woolpert, Inc.	Rachael Towle	Proposal Manager	rachael.towle@woolpert.com
97	Woolpert, Inc.	Eric Cole	Project Manager	eric.cole@woolpert.com

Vendor Pre-Proposal Conference

Tuesday, May 27, 2025, 2:00 PM (CT)

Geographic Information Systems (GIS) &
Digital Land Surveying Products and Services

Request for Offer DIR-CPO-TMP-596



Texas Department of Information Resources

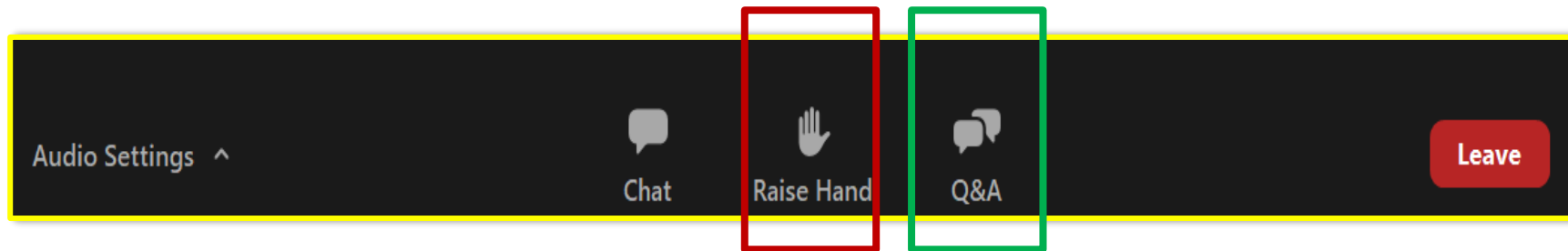
Transforming How
Texas Government
Serves Texans

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Ver 5/27/2025

Welcome & Zoom Webinar Notes

- Change Audio by switching between Computer Audio and Phone Call.
- Attendees are **Muted**
- Click the **Raise Hand** icon to confirm audio levels
- Submit all questions via the **Q&A** in the Meeting Controls, Chat may be disabled
- **HANDOUT:** Will be made available in addendums



Introduction of Speakers



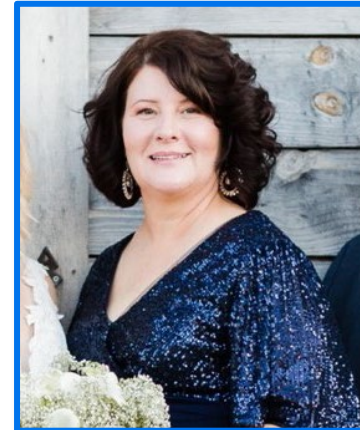
Pete Casals
Procurement Lead



James Burkhart
Procurement Lead



Marie Cohan
Statewide Digital
Accessibility Officer



Theresa Williamson
HUB Program Manager



Vania Ramaekers
Procurement Lead

RFO Overview

- The purpose of this Request for Offer (RFO) is to solicit responses from potential Vendors for **Geographic Information Systems (GIS) & Digital Land Surveying Products and Services** to the State of Texas, acting by and through the Department of Information Resources (DIR).
- DIR may make multiple awards from this RFO.
- This is a subsequent procurement to DIR-CPO-TMP-444 RFO titled Geographic Information Systems (GIS) Hardware, Software, and Services and Information Technology (IT) Based Surveying Hardware, Software and Related Services.

Agenda

Request for Offer (RFO)

- RFO Overview
- RFO Contents
- RFO Scope
- Evaluation Criteria
- Term of Contracts
- Schedule
- HUB
- Pricing Sheet
- Digital Accessibility

General Information

BidStamp Vendor Information System Portal (VIS) Overview

Mandatory Submissions

Break

Questions

Conference Closing

RFO Overview

Historical Sales

DIR Cooperative Contract Program Sales

	2022	2023	2024
Assistance Org	\$3,500,000	\$3,800,000	\$9,800,000
Higher Ed	\$446,800,000	\$514,100,000	\$500,800,000
K-12	\$891,600,000	\$872,800,000	\$599,900,000
Local Government	\$783,700,000	\$949,800,000	\$1,153,900,000
Out of State	\$84,600,000	\$80,900,000	\$75,200,000
State Agency	\$839,600,000	\$968,700,000	\$1,077,400
Total:	\$3,050,600,000	\$3,391,200,000	\$3,417,100,000

Source: DIR Data Warehouse

FY 2022 Sales	FY 2023 Sales	FY 2024 Sales
\$8,757,940	\$11,824,733	\$27,874,090

RFO Overview

RFO Contents

- RFO DIR-CPO-TMP-596 (contains Attachments 1-3 & Exhibits A-K)
- Attachment 1 – Sample Contract for Products and Services
- Attachment 2 – Standard Contract Terms and Conditions
- Attachment 3 – Services Agreement Template
- Exhibit A – Response Certification Form
- Exhibit B – Respondent History and Experience
- Exhibit C – Contract Marketing and Customer Support Plan
- Exhibit D – Sample HUB Subcontracting Plan (HSP)
- Exhibit E – Pricing Sheet
- Exhibit F – Reference Forms

RFO Overview

RFO Contents

- Exhibit G – Respondent Release of Liability
- Exhibit H – EDGAR Certification Form
- Exhibit I – Policy Driven Adoption for Accessibility (PDAA) Vendor Self-Assessment
- Exhibit J – Voluntary Product Accessibility Template (VPAT)
- Exhibit K – Vendor Accessibility Development Services Information Request (VADSIR)

RFO Contents

Exhibits A, A1, & B

Exhibit A, Respondent Information – Will be Disqualified if this is not completed and Signed

- This form must be **filled out in its entirety** and **signed by an officer or agent empowered to contractually bind the Respondent**. Complete cancelled contract references if applicable.

Exhibit A1: Exceptions

- Under Exhibit A Item 13 – Respondent will indicate whether or not it has any exceptions if **yes, the respondent will fill out this form as instructed in RFO Section 3.7.3.5**

Exhibit B, Respondent History and Experience – SCORED

- Respondent must provide a detailed response to each question detailing the Respondent's history and experience in providing the products and services proposed.

Caution: Respondent's Response may be disqualified if their exceptions are excessive.

Exhibits C, D, & E

Exhibit C, Contract Marketing and Customer Support Plan – SCORED

- Respondent must provide a plan that describes the Respondent's ability and strategy for promoting and supporting the contract, if awarded.

Exhibit D, Historically Underutilized Business (HSP) Form sample

- Respondents must provide HSP Form as instructed in Section 3.4.1, Hub Subcontracting Plan item B of the RFO. (vendors must download the latest form using the link provided under item B)

Exhibit E, Itemized Price Sheet

- Respondent must submit specific pricing for products and services requested. Respondent must respond as instructed in Exhibit E, Itemized Price Sheet spreadsheet.

Exhibits F, G, & H

Exhibit F, Vendor References

- Respondent must send the Exhibit F Reference Form to a minimum of three (3) companies or government agencies. References must respond to DIR on the form provided by the due date in order to be considered for evaluation. Respondent may **not** submit the Reference Form to DIR.

Exhibit G, Respondent Release of Liability for References

- For each entity that an Exhibit F Reference Form is sent to, Respondent shall also submit with their response a signed RFO Exhibit G Respondent Release of Liability.

Exhibit H, EDGAR Certification Form

- Respondents must provide the EDGAR Certification Form as requested in Section 3.5.1, Federal Requirements, of the RFO.

Exhibits I, J, & K

Exhibit I, PDAA

- Respondent **must** complete the Policy Driven Adoption for Accessibility (PDAA) for Vendor Self-Assessment regardless of products and services in the response.

Exhibit J, VPAT

- Respondent must provide an Accessibility Conformance Report (ACR or completed VPAT) for all commercial off-the-shelf (COTS) products.

Exhibit K, VADSIR (for non-COTS)

- Respondent must provide a completed VADSIR for all proposed development services listed in Exhibit E, Itemized Price Sheet

RFO Scope

RFO Scope

Section 2 Scope

- DIR intends to contract with the Successful Respondent to provide Geographic Information Systems (GIS) & Digital Land Surveying Products and Services
- Respondents may submit an offer based on any one or combination of technologies that is within the solicitation's scope.

RFO Scope

- **Section 2.3 GIS Hardware: Reality Capture & Processing Devices**
 - 3D Laser scanners
 - GIS data collectors, including Global Navigation Satellite System (GNSS) enabled units running GIS software
 - Subsurface scanners
 - Accuracy devices
 - Antennas
 - Asset Data Capture & Inspection
 - Automatic Digital Systems (Digital Levels)...

RFO Scope

- **Section 2.4 GIS Hardware: Visualization**
 - GIS specialized displays and monitors
 - Immersive technologies
 - Virtual reality (VR)
 - Augmented reality (AR)
 - Mobile Mapping Devices

RFO Scope

- **Section 2.5 GIS Software: Data Processing, Management, & Analysis**
 - GIS cloud applications
 - Crowdsourced and citizen-driven GIS Platforms
 - Predictive analytics software for environmental change, urban planning, or disaster response
 - Geospatial Artificial Intelligence (GeoAI) for:
 - Spatial analysis
 - Machine Learning
 - Digital Twins
 - Change detection...

RFO Scope

- **Section 2.6. GIS Software: Mapping & Visualization**
 - Graphical user interfaces (GUIs)
 - Web GIS and mobile based applications to connect users to GIS information
 - GNSS mapping solutions
 - Interactive data exploration and mapping
 - Web mapping
 - Modeling...

RFO Scope

- **Section 2.7 GIS Geospatial Products: Imagery & Models**
 - Data lakes/ spatial data repositories
 - Address points
 - Feature extraction and derivative data creation
 - Hydrographic surveying
 - Imagery as a service
 - Photogrammetry
 - Thermal imagery...

RFO Scope

- **Section 2.8. GIS Geospatial Products: Geospatial Intelligence & Datasets**
 - Visibility Analysis
 - Web mapping services
 - Digital Twins (hyper-realistic and interactive models for cities, infrastructure, environment, and other)
 - Geospatial-as-a-Service
 - Object detection
 - Smart cities
 - Spatial data analytics
 - Spatial data infrastructure...

RFO Scope

- **Section 2.9. GIS Services: Geospatial Analysis & Spatial Data Science**
 - Aerial imagery Interpretation
 - Change detection and monitoring
 - Geostatistics
 - GIS database management
 - GIS managed cloud services
 - Photogrammetry
 - Real-time natural disaster monitoring
 - Real-time visualization & analytics...

RFO Scope

- **Section 2.10 GIS Services: Planning, Development, & Deployment**
 - Artificial Intelligence (AI) and Machine Learning application development
 - Collaboration, community, and stakeholder engagement
 - Data needs and optimization assessment
 - Development of web-based interfaces
 - GIS application development
 - GIS assessment, health check
 - GIS training, education, and knowledge base transfer...

RFO Scope

- **Section 2.11 GIS Services: Data Collection, Conversion & Integration**
 - Building Information Modeling (BIM) and Computer-aided Design (CAD) integration
 - Customized Developer Frameworks for GIS Integration
 - Geocoding and reverse geocoding
 - GIS with IoT network integration
 - IT systems and GIS integration
 - AI-assisted data conversion
 - Data conversion
 - Integration services...

RFO Scope

- **Section 2.12 Digital Land Surveying Products – Field & Office**
 - Digital measuring equipment
 - Surveying instruments and kits
 - Surveying robots
 - GNSS (Global Navigation Satellite Systems) surveying equipment and systems
 - Digital levels
 - Laser rangefinders
 - Laser scanners
 - Total stations
 - Autonomous surveying systems...

RFO Scope

Section 2.13 Product Related Services

- Installation
- Warranty
- Maintenance
- Support
- Training

RFO Scope

Section 2.14 Exclusions/Out of Scope

- Deliverables-Based Information Technology Services (DBITS).
- Professional or consulting services as defined in Chapter 2254 of the Texas Government Code.
- Products identified on the State of Texas Prohibited Software/Applications/Developers (manufacturers) list posted at:

<https://dir.texas.gov/information-security/prohibited-technologies>
- Telecommunications services, including any telecommunications services offered in a contract awarded by DIR under a TEX-AN procurement.
- Products/Services that are not advertised in this RFO in the NIGP Commodity Codes Table on the Title page of this RFO.

Evaluation Criteria

Evaluation of Responses

RFO Section 4.2.1 – Pass/Fail Criteria

- Incomplete response package will be rejected
- The financial review, accessibility review, and HSP review are on a pass/fail basis.
- Failure to provide a DUNs number may result in your response being disqualified.
- Failure to provide a completed PDAA may result in your response being disqualified.
- Only responses that receive the passing grade will proceed to the next evaluation phase.

RFO Section 4.2.2 – Weighted Evaluation Criteria

- Pricing - 40%
- Respondent History and Experience (Exhibit B) – 30%
- Respondent's Contract Marketing and Customer Support Plan (Exhibit C) – 30%

The Contract

Term of Contract

Section 2.19 Term of Contract

- The term of any Contract awarded from this RFO shall be **two (2) years** commencing on the last date of approval by DIR and Vendor.
- The contract will **renew automatically** in one (1) optional two-year renewal and one (1) optional one-year renewal under the same Terms and Conditions, unless either party provides notice to the other party 60 days in advance of the renewal date stating that the party wishes to discuss modification of terms or not renew.

- **OPTION TO EXTEND**

Successful Respondent agrees that DIR may require continued performance under this Contract at the rates specified in this Contract following the expiration of the Initial Term or any Renewal Term. This option may be exercised more than once, but the total extension of performance hereunder shall not exceed ninety (90) calendar days. Such extension of services shall be subject to the requirements of the Contract, with the sole and limited exception that the original date of termination shall be extended pursuant to this provision. DIR may exercise this option upon thirty (30) calendar days written notice to the Successful Respondent.

RFO Schedule

RFO Schedule

Section 3.3 Anticipated Schedule of Events

Date/Time	Activity
May 7, 2025	Publish RFO on Electronic State Business Daily
May 27, 2025 2:00 PM (CT)	Optional Pre-Proposal Webinar
May 30, 2025 5:00 PM (CT)	Deadline for submitting questions
June 17, 2025 2:00 PM (CT)	Deadline for DIR to receive Vendor references Deadline for submitting responses to RFO
June 18, 2025 – until completed	Evaluation of responses, oral presentations (if requested), negotiations, and contract execution

HUB Subcontracting Plan (HSP)

Theresa Williamson
HUB Director



Exhibit D - HUB Subcontracting Plan

Vendors will complete the form at the Comptroller's website, print, sign, and upload the signed HSP in the VIS portal.

<https://comptroller.texas.gov/purchasing/vendor/hub/forms.php>

Exhibit D – HUB Subcontracting Plan

Exhibit D – HUB Subcontracting Plan

DIR encourages all respondents to seek Historically Underutilized Business (HUB) subcontractors and maximize HUB participation in their bids.

- Responses submitted without a current HUB Subcontracting Plan (HSP) provided in the RFO, **will be disqualified per TAC Rule §20.285**
- All respondents, **HUBs and Non-HUBs**, are required to submit a completed HSP
- The HSP form includes specific instructions for meeting the Good Faith Effort requirements
- Vendors must complete a new HUB Subcontracting Plan and a good faith effort for this procurement

Exhibit D – HUB Subcontracting Plan

The HUB Goal for this RFO is 26%

- **METHOD A (Attachment A)** - If you are subcontracting and you are meeting or exceeding the HUB Goal for this RFO, you will complete Method A.
- Include all VID numbers for each vendor, all estimated dollar amounts and percentages for each vendor.

Exhibit D – HUB Subcontracting Plan

METHOD B (Attachment B) - If you are subcontracting, and are not going to meet the HUB Goal of 26% you will complete Method B.

- **Provide written notification** of subcontracting opportunity listed to at least three State of Texas certified HUBs
- **Provide written notification** of subcontracting opportunity to at least (2) minority or women's trade organization or development center
- Allow no less than seven (7) working days from their receipt of notice for HUBs to respond (keep delivery receipt emails).
- **Note:** Attach supporting documentation (letters, fax transmittals, email, etc.) demonstrating evidence of the good faith effort performed with RFO submittal

Exhibit D – HUB Subcontracting Plan

If not subcontracting, your response must contain a detailed explanation demonstrating HOW your company will fulfill the entire contract with its own resources

- **Self-Performance Justification** must be provided in the space provided in SECTION 3, do not reference sections in the RFO

HUB PLAN Support Tools

DIR YouTube Channel

Available resources on “How to complete your HUB Subcontracting Plan”

- **Method A:** https://www.youtube.com/watch?v=Ft3_RbuySwo
- **Method B:** <https://www.youtube.com/watch?v=cIIKa36PiNk>
- **Self-Performing:** <https://www.youtube.com/watch?v=DVux6zTZupg>

HUB PLAN Support Tools

- **Common errors in completing the HSP:**

- Completing the wrong Method (ex: completing Method A, when should be Method B)
- Not entering your correct legal name
- Section 2b and Section A-2 or B-4 percentages not matching; they **MUST** match for approval
- **TBD** or **\$0** or **0%** are not acceptable
- Entering your Texas Franchise Tax # instead of the IRS issued EIN # or Texas VID #
- If Self-performing, identify how you will self-perform utilizing current resources. Do not mention hiring more staff if necessary or the use of subcontractors
- Not allowing the 7 business days for submission when completing Method B
- **NOT TAKING ADVANTAGE OF THE COURTESY REVIEW OFFERED BY THE HUB OFFICE**

HUB Subcontracting Plan

You may contact DIR's HUB Department for assistance in completing your HUB Subcontracting Plan (HSP) up to ten (10) working days before the RFO submittal.

Theresa Williamson

HUB Director

Texas Department of Information Resources

DIR HUB Mailbox:

dir.hub@dir.texas.gov

Exhibit E, Pricing Sheet



Texas Department of Information Resources

Transforming How
Texas Government
Serves Texans

dir.texas.gov | [@TexasDIR](https://twitter.com/TexasDIR) | [#DIRisIT](https://twitter.com/hashtag/DIRisIT)

Product and Service Pricing

Respondents must submit pricing on DIR's **Automated Pricing Form in the BidStamp VIS**. Failure to respond as instructed may result in Respondents' offer being disqualified from further evaluation.

- 1) Respondents must submit the discount(s) of the offerings on **Automated Pricing Form in BidStamp VIS** (by selecting "Create Pricing Form" button)

Automated Pricing Form: For this RFO vendors will enter **one line**, as to allow the system to accept your response submission.

BidStamp fields include:

- Brand
- Product Category:
- Discount off MSRP/List Price:

Exhibit E: Product and Service Pricing

2) Respondent must also complete the Pricing Sheet (Exhibit E) (“RFO Response Documents” area)

- Exhibit E contains 4 Tabs: (1) Instructions, (2) Products, (3) Services, (4) Volume Discount
- Enter prices for each item your company would like to offer to DIR customers within applicable Tab(s).
- For certain products (COTS and those with user interfaces), VPAT/ACR documents must also be included with Respondent’s proposal.

3) Elements required for Pricing Sheet:

- Brand
- Product Category
- Product Description
- Part Number
- MSRP/List Price
- Discount being offered
- DIR Customer Price

Attachments 1, 2, 3

Sample Contract for Product and Services
Appendix A Standard Terms and Conditions
Services Agreement Template



Texas Department of Information Resources

Transforming How
Texas Government
Serves Texans

dir.texas.gov | [@TexasDIR](https://twitter.com/TexasDIR) | [#DIRisIT](https://twitter.com/TexasDIR)

Attachments 1, 2, 3

- Attachment 1 - Sample Contract
- Attachment 2 - Standard Terms and Conditions
- Attachment 3 – Services Agreement Template

Digital Accessibility Requirements and Forms

Marie Cohan
Statewide Digital Accessibility Officer

Digital Accessibility Background

Digital accessibility is the practice of designing and building technology that removes barriers for people with disabilities that prevent interaction with or access to websites, digital tools, and technologies. Digital tools and technologies include **products, services, communications, and related supporting documentation or deliverable documents.**

Under Texas Government Code, Chapter 2054, Subchapter M, state agencies and institutions of higher education (IHEs) must procure technology products and services that comply with the accessibility standards defined in the Texas Administrative Codes [1 TAC 206](#) and [1 TAC 213](#), in the [Worldwide Web Consortium \(WC3\) WCAG 2.1 AA](#) technical standard as applicable, and when such products or services are available in the commercial marketplace or when such products are developed in response to procurement solicitations.

Accordingly, all vendors must provide the required accessibility documentation at the time of request in an accessible format.

Note: "Digital Accessibility" includes "Electronic and Information Resources (EIR)" and Information and Communications Technology (ICT)".

Digital Accessibility Documentation

Policy Driven Adoption for Accessibility (PDAA) Vendor Self-assessment

- **Required** for all responses
- Assessment of the vendor organization's accessibility policies and accessibility maturity

Vendor Accessibility Development Services Information Request (VADSIR)

- **Non-product** offerings, e.g., website development, application development, other development services, configuration, and integrated solutions

Accessibility Conformance Report (ACR) (Completed VPAT®)

- **Commercial product** offering, e.g., Software (SaaS), Platform (PaaS), managed services, and products that contain a user interface

Instructions are included on the forms. Applicable forms must be complete and accurate providing as much detail as possible. DIR may request additional supporting information.

Policy Driven Adoption for Accessibility (PDAA) Self-Assessment

Assesses the responding vendor's accessibility maturity and is not associated with the product or service offerings listed on the Respondent's pricing sheet.

- The PDAA is a NASCIO sponsored assessment demonstrating the responding vendor's accessibility maturity. The assessment provides insight into a vendor's ability to understand and provide accessible technology products and services.
- Results are mapped to the Policy Driven Adoption for Accessibility (PDAA) Maturity Model.
- All vendors responding to a technology solicitation are required to complete the assessment.
- Ensure **all** questions have a numerical score of 0, 1, 2, or 3 with a total score at the bottom before submitting to DIR. **A missing, incomplete, or zero score PDAA will fail.** Checkmarks and other symbols will not be accepted.

Note: Complete the assessment using the Excel spreadsheet in your packet, and do not convert to a PDF format.

PDAA Maturity Matrix

	Components	Launch	Integrate	Optimize
1.	Develop, implement, and maintain an ICT accessibility policy.	Have an ICT accessibility policy.	Have appropriate plans in place to implement and maintain the policy.	Establish metrics and track progress towards achieving compliance to the policy.
2.	Establish and maintain an organizational structure that enables and facilitates progress in ICT accessibility.	Develop an organization wide governance system.	Designate of one or more individuals responsible for implementation.	Implement reporting/decision mechanism and maintain records.
3.	Integrate ICT accessibility criteria into key phases of development, procurement, acquisitions, and other relevant business processes.	Identify candidate processes for criteria integration.	Implement process changes.	Integrate fully into all key processes.
4.	Provide processes for addressing inaccessible ICT.	Create plans that include dates for compliance of inaccessible ICT.	Provide alternate means of access until the ICT is accessible; implement corrective actions process for handling accessibility technical issues and defects	Maintain records of identified inaccessible ICT, corrective action, and tracking.
5.	Ensure the availability of relevant ICT accessibility skills within (or to) the organization.	Define skills/job descriptions.	Identify existing resources that match up and address gaps.	Manage progress in acquiring skills and allocating qualified resources.
6.	Make information regarding ICT accessibility policy, plans, and progress available to customers.	Make Launch level information available.	Make Integrate level information available.	Make Optimize level information available.

Accessibility Conformance Report (ACR) (completed VPAT)

Required for Commercial Products including as-a-service products, managed services, and web interfaces.

- The ACR is a completed VPAT that demonstrates how a product conforms to current WCAG standards and success criteria.
- VPAT version 2.4 or higher must be used to create the ACR.
- Completed based on accessibility testing results and supported by documentation.
- Documents the conformance level with WCAG Success Criteria (Supported, Partially supports, Not Supported)
- All standards that do not fully conform to a success criterion need to have an accompanying explanation.

Voluntary Product Accessibility Template (VPAT)

Perceivable

1.1 Text Alternatives

1.1.1 Non-text Content (A)

1.2 Time-based Media

1.2.1 Audio-only and Video-only (Prerecorded) (A)

1.2.2 Captions (Prerecorded) (A)

1.2.3 Audio Description or Media Alternative (Prerecorded) (A)

1.2.4 Captions (Live) (AA)

1.2.5 Audio Description (Prerecorded) (AA)

1.3 Adaptable

1.3.1 Info and Relationships (A)

1.3.2 Meaningful Sequence (A)

1.3.3 Sensory Characteristics (A)

1.3.4 Orientation (AA)

1.3.5 Identify Input Purpose (AA)

Perceivable (continued)

1.4 Distinguishable

1.4.1 Use of Color (A)

1.4.2 Audio Control (A)

1.4.3 Contrast (Minimum) (AA)

1.4.4 Resize Text (AA)

1.4.5 Images of Text (AA)

1.4.10 Reflow (AA)

1.4.11 Non-Text Contrast (AA)

1.4.12 Text Spacing (AA)

1.4.13 Content on Hover or Focus (AA)

Operable

2.1 Keyboard Accessible

2.1.1 Keyboard (A)

2.1.2 No Keyboard Trap (A)

2.1.4 Character Key Shortcuts (A)

2.2 Enough Time

2.2.1 Timing Adjustable (A)

2.2.2 Pause, Stop, Hide (A)

2.3 Seizures

2.3.1 Three Flashes or Below Threshold (A)

2.4 Navigable

2.4.1 Bypass Blocks (A)

2.4.2 Page Titled (A)

2.4.3 Focus Order (A)

2.4.4 Link Purpose (In Context) (A)

2.4.5 Multiple Ways (AA)

2.4.6 Headings and Labels (AA)

2.4.7 Focus Visible (AA)

2.5 Input Modalities

2.5.1 Pointer Gestures (A)

2.5.2 Pointer Cancellation (A)

2.5.3 Label in Name (A)

2.5.4 Motion Actuation (A)

Understandable

3.1 Readable

3.1.1 Language of Page (A)

3.1.2 Language of Parts (AA)

3.2 Predictable

3.2.1 On Focus (A)

3.2.2 On Input (A)

3.2.3 Consistent Navigation (AA)

3.2.4 Consistent Identification (AA)

3.3 Input Assistance

3.3.1 Error Identification (A)

3.3.2 Labels or Instructions (A)

3.3.3 Error Suggestion (AA)

3.3.4 Error Prevention (Legal, Financial, Data) (AA)

Robust

4.1 Compatible

4.1.1 Parsing (A)

4.1.2 Name, Role, Value (A)

4.1.3 Status Messages (AA)

Conformance with WCAG Success Criteria

- Supports:** The functionality of the product has at least one method that meets the criterion without known defects or meets with equivalent facilitation.
- Supports with Exceptions:** Some functionality of the product does not meet the criterion.
- Does Not Support:** The majority of product functionality does not meet the criterion.
- Not Applicable:** The criterion is not relevant to the product.
- Not Evaluated:** The product has not been evaluated against the criterion. This applies only to Level AAA criteria for state of Texas solicitations.

Vendor Accessibility Development Services Information Request (VADSIR)

Vendors must complete this form (if response includes one or more of the offerings below) to demonstrate how digital accessibility practices are incorporated into their development lifecycle, and how they will ensure accessibility compliance.

- Web development services using WCAG 2.1 AA standard
- Web and mobile application development services using WCAG 2.1 AA standard
- Custom development services as part of an integrated solution
- Client based software application development services
- Other software development services containing one or more user interfaces (end user, admin, etc.)

Note: Document deliverables, e.g., support manuals, SMMs, templates, workpapers, reports, instructional documents, and other forms of supporting documentation must also be WCAG 2.1 AA compliant.

VADSIR Questions

1. Key **business processes that include accessible functions**, e.g., product development, procurement, HR, etc.
2. Detail **skills and training resources** used to develop and produce accessible products.
3. Types of **development and testing tools** used when developing accessible products.
4. Corrective action process and systems used for **documenting, tracking, and resolving accessibility issues and defects**.
5. Alternate methods that can be provided for **accessibility non-compliance**.
6. Provide links to or **examples** of your organization's development products.

Digital Accessibility Training for Vendors

DIR offers Digital Accessibility training at no cost to vendors responding to a technology solicitation in Texas. Vendors can request training for employees involved in the solicitation. A registration link will be provided to create your account. Each course takes 45 – 60 minutes to complete.

1. State of Texas Introduction to Digital Accessibility
2. State of Texas Accessibility Policy and Guidelines
3. State of Texas Accessibility in IT Procurement
4. State of Texas VPAT, VADSIR, and PDAA Forms

Digital Accessibility Training for Vendors (cont.)

To sign up for training:

1. Navigate to <https://learn.levelaccess.com/> and select **Sign Up**.
2. Input your email and select **Continue**.
3. Fill in the rest of the fields and use the access code **la2025stxv02** to complete the form.
4. Select **Continue** and the account is created

Need help or have questions? Email statewideaccessibility@dir.texas.gov and **copy the procurement lead**.

Digital Accessibility Information & Resources

- [EIR Accessibility Procurement and Vendor Information](#)
- [VPAT template](#)
- [VADSIR template](#)
- [PDAA template](#)

Thank you!

Email accessibility related questions to statewideaccessibility@dir.texas.gov and copy the procurement lead.



General Information

General Information

- Reference the RFO page number and section number when submitting questions.
- **Webinar participants may submit questions electronically at anytime during the webinar, please use the question tab.**
- Questions answered today are unofficial until posted on the ESBD in the form of an Addendum.
- Check the ESBD often for updates
- All questions regarding this RFO must be **submitted in writing through the BidStamp Vendor Information System Portal (VIS)** by **May 30, 2025, 5:00 P.M. (CT).**

General Information (cont'd)

Disqualification of Offers

- Failure to sign Respondent Information Form (Exhibit A)
- Failure to complete Financial Information (DUNS Number)
- Failure to complete a Historically Underutilized Business (HUB) Subcontracting Plan (HSP)
- Failure to Complete and submit Exhibit H, Policy Driven Adoption for Accessibility (PDAA) or submit a form with a Zero score or blank.
- Failure to submit on or before due date and time
- **Contact with DIR employees regarding this RFO other than designated contacts**

Delivery of Offers

- **Any Vendor responding to this RFO must submit their response through the BidStamp VIS.**

General Information (cont'd)

NIGP Code Selection – Negotiations Phase

- The State of Texas uses the NIGP (National Institute for Governmental Purchasing) commodity codes to categorize goods and services
- They help public procurement professionals accurately identify interested vendors
- If selected for negotiations, it is important that the Respondent select all applicable NIGP codes for their offer as Texas agencies will use them to accomplish competitive bidding
- The list of available NIGP codes for this RFO can be found on its Page 2 and will be made available for selection after the Respondent moves to the negotiation phase

The 4-way match is Better? A 3-way Match is Critical?

Exhibit A Response
Document

Secretary of State (SOS)
Registration

Duns and Bradstreet
Record

BidStamp / Sales Force
Account

What Information Must Match

1

Company Legal Name

- Including dba that is legally registered
- Including punctuation

2

Company Corporate Address

3

Company FEIN Number

4

Company DUNS Number

Uploading and Naming Convention for Response Documents

RFO Reference	Form of Response
Exhibit A: Response Certification Form, see RFO Section 3.7.3.1	"ABC_596_Exhibit A.docx"
Exhibit B: Respondent History and Experience, see RFO Section 3.7.3.2	"ABC_596_Exhibit B.docx"
Exhibit C: Contract Marketing and Customer Support Plan, see RFO Section 3.7.3.3	"ABC_596_Exhibit C.docx"
Exhibit D: HUB Subcontract Plan (HSP), see RFO Section 3.4.1	"ABC_596_HSP.pdf"
Exhibit E: Pricing Sheet, see RFO Section 2.15	"ABC_596_Pricing.xlsx"
Exhibit G: Respondent Release of Liability, see RFO Section 3.7.3.4	"ABC_596_Exhibit G.docx"
Exhibit H: EDGAR Certification Form (if applicable), see RFO Section 3.5.1(D)	"ABC_596_EDGAR.docx"
Exhibit I: PDAA Self-Assessment Questionnaire, see RFO Section 2.16.3	"ABC_596_PDAA.xlsx"
Exhibit J: ACR (VPAT), see RFO Section 2.16.1	"ABC_596_ACR_Brand.docx" *include the actual "Brand" name in the document naming convention*
Exhibit K: VADSIR (if applicable), see RFO Section 2.16.2	"ABC_596_VADSIR.docx"
Exhibit A1: Exceptions, see RFO Section 3.7.3.5	"ABC_596_Exceptions.docx"
Letters of Authorization, see RFO Section 3.5.4	"ABC_596_LOA_Brand.docx" *include the actual "Brand" name in the document naming convention*
Signed Addenda to the RFO	"ABC_596_Exceptions.docx or .pdf"

Available Tools to Help with responding documents and BidStamp process



<https://youtu.be/BJ5eesF08S0>
Solicitations (Session 1)

Oct 11, 2024, Responding to the COOP



https://youtu.be/pXs_7YI6YS8
Solicitations / BIDSTAMP (Session 2)

Oct 11, 2024, Responding to the COOP

General Information (cont'd)

Respondents and all respondent representatives shall not attempt to discuss the contents of this RFO with any employees or representatives of DIR other than designated contacts. Failure to observe this restriction may result in disqualification of any related Response.



Vendor Information Systems (VIS) Portal - BidStamp

Bid Submittal



Any Respondent responding to this RFO must submit their response through the BidStamp Vendor Information System (VIS)



Before users can access any of the BidStamp VIS portal functionality, they will be required to provide login credentials to access a new or existing account. Vendors will access the BidStamp VIS Portal via <http://dircommunity.force.com/BidStamp> and enter in their access credentials.



If a Vendor does not yet have login credentials, Vendor will request one by clicking on “Are you a vendor and need to request an account?” button that is located on the login page.



NOTE: when setting up your BidStamp account use your “SOS” Legal Company Name as it is registered



You may view a video on how to set up your BidStamp account at this link: <https://dir.texas.gov/outreach-and-training>.

Bid Submittal

Persons with disabilities who seek accommodation, under the Americans with Disabilities Act (ADA), in responding to this solicitation may contact DIR at the point of contact in section 3.1 of this solicitation. Please allow at least five business days for response.



Information For Vendors

DIR Texas Department of Information Resources

About DIR Careers News Events SIGN IN

IT Solutions and Services Policy and Guidance Resource Library I am a Search DIR

DIR is cybersecurity.

Transforming how Texas government serves Texans.

The Latest

Welcome to the New DIR website! Need help finding something? [Contact us.](#)

Cost-effective solutions for all levels of government.

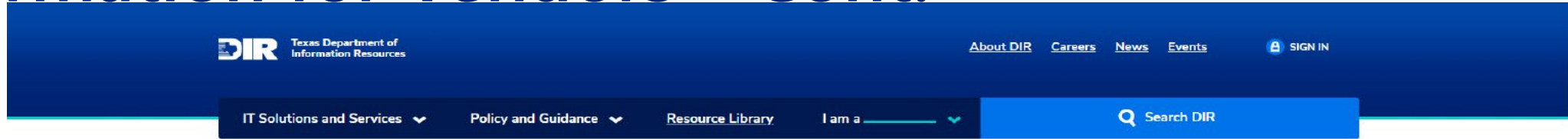
Find IT products and services through DIR's Shared Technology Services, or buy directly from vendors through our Cooperative Contracts.

- See IT Solutions and Services
- Buying Through DIR
- Selling Through DIR
- Search Vendors and Contracts

How to navigate to the BidStamp Vendor login from DIR's home web page.

Note: Scroll down on web page for further information.

Information for Vendors – Cont.




Home > IT Solutions and Services

INFORMATION FOR

Selling Through DIR

Vendors are an important partner in the success of DIR's core mission to serve Texas. Our vendors provide the IT products and services that are vital to our customer's technology needs. Find out more about the steps and processes to becoming a DIR partner and which responsibilities each vendor has to fulfill.

Learn more about being a valued Vendor with DIR

<p>Doing Business with DIR</p> <p>Start here to find out more about partnering with DIR as a Vendor</p>	 <p>Schedule of Solicitation Opportunities</p> <p>Discover current and upcoming solicitation opportunities. This is the first step on how to bid and secure a DIR contract</p>	<p>Historically Underutilized Business (HUB) Program</p> <p>Our HUB program has a dual role of increasing HUB participation through DIR Internal Procurement and all DIR Contracts</p>
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Note: Scroll down on web page for further information.

Information for Vendors – Cont.

Posting Phase

These Solicitations are currently active. Vendors are able to submit responses until the deadline. Pre-Solicitation conferences are posted on the DIR calendar.

BidStamp Application

The BidStamp application is DIR's e-procurement system that supports solicitations and contracts throughout the procurement lifecycle by automating the procurement processes, e.g., solicitation creation and posting, collecting vendor responses, evaluation of responses and recommendations, and contract creation, award, and management.

[BidStamp Online Solicitation Portal](#)

[Request Credentials for BidStamp Access](#)



PDF (2.06 MB)

[BidStamp VIS Training Guide - Vendor Version 1.0](#)

The Vendor BidStamp Guide is posted on DIR's website on the Schedule of Solicitation Opportunities Page.

<https://dir.texas.gov/it-solutions-and-services/selling-through-dir/schedule-of-solicitation-opportunities>

Note: Scroll down on web page for further information.

Responding to a Solicitation

After Vendor account is enabled, Vendor will submit and manage RFO responses from the BidStamp VIS portal.

<https://dircommunity.force.com/BidStamp>



BidStamp Vendor Login

Internet Explorer is not supported

Username

Password

Login

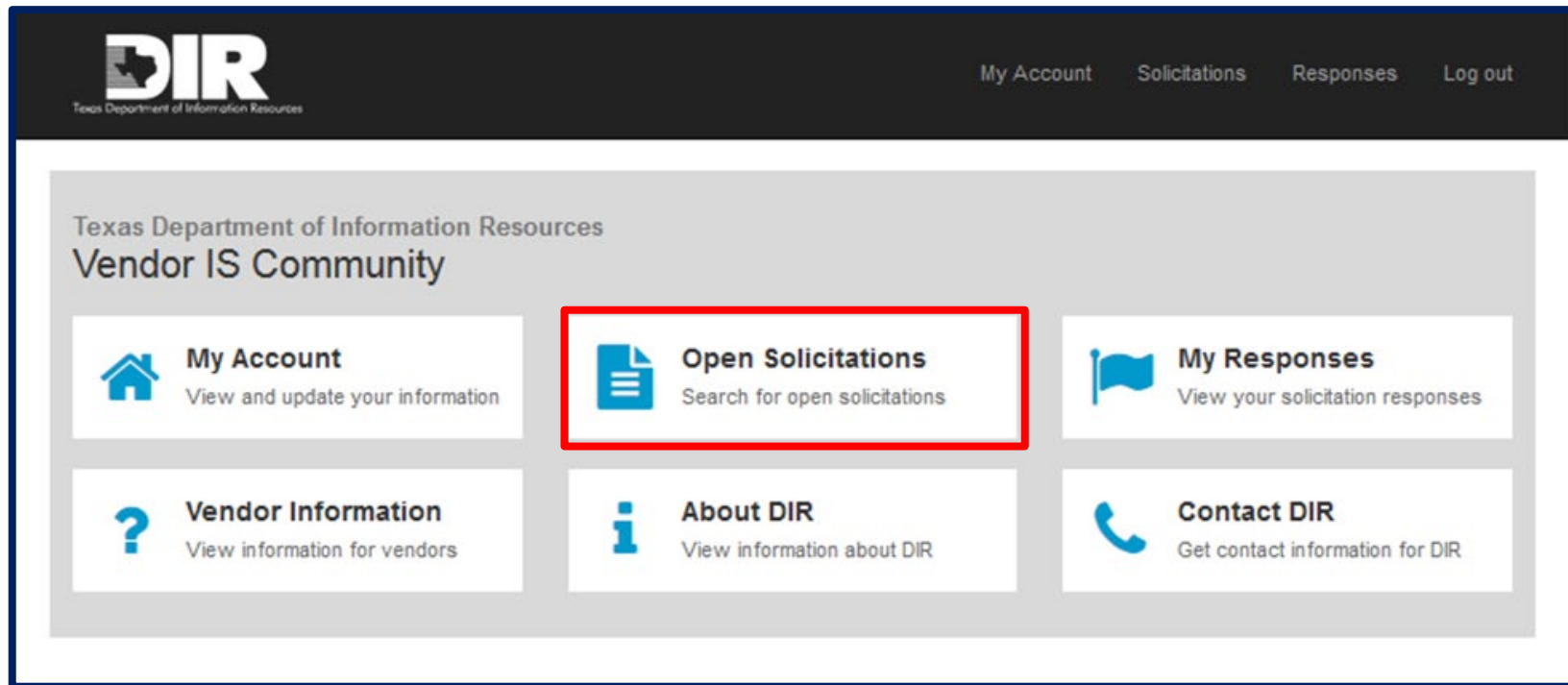
Are you a vendor and need to request an account?
Forgot your password?

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Responding to a Solicitation

After Vendor account is enabled, Vendor will submit and manage RFO responses from the BidStamp VIS portal.



Creating a New Response

To create a new response:

1. Log in to the VIS portal and select the "Open Solicitations" tile
2. Click on the "RFO Number" (**DIR-CPO-TMP-596**) of the solicitation you want to respond to
3. You will be navigated to the "RFO Number" detail page

DIR Texas Department of Information Resources

My Account Solicitations Responses Log out

All Open Solicitations

Filter

A B C D E F G H I J K L M N O P Q R S T U V W X Y Z Other All

RFO Number *	RFO Description	Solicitation Status	Phase	Type	Date/Time Respo...	Question Submi...
DIR-TSO-TMP-266	testMadan	Posted	RFI - Posted	Cooperative	5/24/2017 9:18 AM	4/30/2017 9:18 AM
DIR-TSO-TMP-267	test	Posted	Posting	Cooperative	11/8/2017 9:49 AM	1/9/2017 6:13 AM
DIR-TSO-TMP-293	Request for Widg...	Posted	Posting	Cooperative	3/31/2017 10:24 AM	3/15/2017 9:52 PM
DIR-TSO-TMP-295	Test RFO Title	Draft	Posting	Cooperative	3/31/2017 2:11 PM	3/13/2017 2:13 PM
DIR-TSO-TMP-296	Dell-branded Prod...	Posted	Posting	Cooperative	4/30/2017 1:47 PM	3/17/2017 10:01 AM
DIR-TSO-TMP-297	RFO		Posting	Cooperative	3/15/2018 6:32 AM	

Creating a New Response (cont'd)

The screenshot shows the DIR website interface for RFO Number DIR-TSO-TMP-473. The header includes the DIR logo and navigation links: My Account, Solicitations, Responses, and Log out. The main content area displays the RFO Number and a table of key dates and deadlines. Below the table, there are buttons for 'Respond To Solicitation', 'Ask A Question', 'Subscribe to Solicitation', and 'View Solicitation Documents'. A section titled 'New Fields' shows 'Solicitation Status' as 'Posted' and 'Type' as 'Cooperative'. At the bottom, there is a section for 'RFO Questions' which currently shows 'No records to display'.

RFO Number Detail			
Actual Start Date Posting	5/15/2017	Vendor Conference Date	5/25/2017 2:00 PM
Question Submission Deadline Date	5/31/2017 2:00 PM	RFO Answers to Questions Deadline Date	6/7/2017 5:00 PM
Date/Time Responses Due	6/15/2018 2:00 PM	Actual Start Date Evaluation	6/16/2017

New Fields

Solicitation Status	Posted	Type	Cooperative
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RFO Questions

No records to display

This page will display important deadlines for the solicitation and list any questions Vendor has submitted.

Buttons discussed on the next slide.



Creating a New Response (cont'd)

RFO Number Detail Button Description:

- **Respond to a Solicitation (or View Response):** Create a new response or view a response that is in-progress. If a response has already been created or started, this button will read as "**View Response**" and allow you to resume your progress on an existing RFO response.
- **Ask a Question:** Submit a question to be reviewed by a DIR resource. Questions can be submitted up until the "Question Submission Deadline date" indicated in the RFO document and on the detail page.
- **Subscribe to Solicitation:** Subscribe to a solicitation if you would like to receive addendum notifications. To subscribe to the solicitation, you must select the "Subscribe to Solicitation" button AND have enabled your contact to "Receive Notifications".
- **View Solicitation Documents:** Navigate to the ESBD posting for a solicitation and view the solicitation's documents.

Respond to a Solicitation

DIR
Texas Department of Information Resources

My Account Solicitations Responses Log out

RFO Response
R0006029

Add your documents below (400MB max size). Click the "Submit" button once all documents have been added.

Please review the ESBID posting to ensure you have provided all the necessary documents in your submission. Also, please verify the information on the page is correct before submitting. Once submitting your response, you will be unable to make changes unless you withdraw your response completely and restart the submission process.

RFO Response Detail

RFO Number	DIR-TSO-TMP-478	Status	In Progress
Submission Date		Vendor	Tech Widgets-R-US
Submitted By		Actual Start Date Posting	5/15/2017
Vendor Conference Date	5/25/2017 2:00 PM	Question Submission Deadline Date	5/31/2017 2:00 PM
RFO Answers to Questions Deadline Date	6/7/2017 5:00 PM	Date/Time Responses Due	6/15/2018 2:00 PM
Actual Start Date Evaluation	6/16/2017		

RFO Response Documents

No records to display

Reference forms are being sent via BidStamp as a courtesy. DIR will not be responsible if the form is not received by the vendor for any reason. It is solely the vendor's responsibility to ensure that the reference party receives the request.

Vendor References

No records to display

“RFO Response Page” buttons:

- **Delete:** Delete all information that has been uploaded and the response record before the response has been submitted. **Note:** Once the response is submitted, Vendor must use the **Withdraw** button that will appear upon solicitation submission.
- **Submit:** Submits the response record and all associated information. (reference *Vendor Guide Section 5.7*)
- **Ask A Question:** Questions can be submitted up until the “Question Submission Deadline date” indicated in the RFO document and on the detail page. (reference *Vendor Guide Section 5.6*)
- **NOT Applicable for This Solicitation Create Pricing Form:** Create a pricing form to submit pricing information for your response (reference *Vendor Guide Section 5.5*)
- **New (RFO Response Documents):** Upload required files indicated in the RFO posted on the ESBID (reference *Vendor Guide Section 5.2*)
- **New (Vendor References):** Submit a new reference’s email address and opt to send the vendor a reference (reference *Vendor Guide Section 5.3*)

Mandatory Submissions

Response Content

RFO Section 3.7.4– Response Files

RESPONDENT MUST PROVIDE THE ITEMS LISTED BELOW.

- Exhibit A – Respondent Information (**SIGNED**)
- Exhibit A1 –Any Exceptions Requested or Affirmative Statement the Respondent takes no Exceptions
- Exhibit B – Respondent History and Experience
- Exhibit C – Contract Marketing and Customer Support Plan
- Exhibit D – Historically Underutilized Business (HUB) Subcontracting Plan (HSP) *Use correct form which is to be downloaded from CPA web site.
- Exhibit E – Pricing Sheet
- Exhibit F - Reference Form - Vendor References should be submitted by customers through the **RFO email provided**
- Exhibit G - Respondent Release of Liability for Reference
- Exhibit H – EDGAR Certification Form
- Exhibit I - Vendor Accessibility Policy Assessment (PDAA)
- Exhibit J – Voluntary Product Accessibility Template (VAT)
- Exhibit K – Vendor Accessibility Development Services Information Request (VADSIR) (if applicable)
- Signed Addenda to RFO

Rejection of Responses

Section 3.9 of the RFO states:

DIR has sole discretionary authority and reserves the right to reject any and all Responses received as a result of this RFO. Responses that do not comply with the mandatory submission requirements may be rejected. In addition, DIR reserves the right to accept or reject, in whole or in part, any Responses submitted, and to waive minor technicalities when in the best interest of the State.

Questions

- Break (10 minutes)
- **Reference the RFO Section Number and Page Number with your submitted question.**
- Questions answered today are unofficial until posted on the ESBD.
- Submit additional questions through BidStamp VIS.



Rejection of Responses

Section 3.9 of the RFO states:

DIR has sole discretionary authority and reserves the right to reject any and all Responses received as a result of this RFO. Responses that do not comply with the mandatory submission requirements may be rejected. In addition, DIR reserves the right to accept or reject, in whole or in part, any Responses submitted, and to waive minor technicalities when in the best interest of the State.

Reminder

- Questions answered today are unofficial until posted on the Electronic State Business Daily (ESBD) in the form of an Addendum.
- Any changes or additional information regarding this RFO will be posted as an addendum to requisition number DIR-CPO-TMP-596 on the ESBD:
<http://esbd.cpa.state.tx.us/>
- It is the responsibility of Vendors to monitor the EBSD web site for addenda.

RFO Schedule

Section 3.3 Anticipated Schedule of Events

Date/Time	Activity
May 7, 2025	Publish RFO on Electronic State Business Daily
May 27, 2025 2:00 PM (CT)	Optional Pre-Proposal Webinar
May 30, 2025 5:00 PM (CT)	Deadline for submitting questions
June 17, 2025 2:00 PM (CT)	Deadline for DIR to receive Vendor references Deadline for submitting responses to RFO
June 18, 2025 – until completed	Evaluation of responses, oral presentations (if requested), negotiations, and contract execution

Conference Closing

All questions, inquiries **must** be directed to:

Pete Casals

pete.casals@dir.texas.gov

Thank You



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Addendum 2

SOLICITATION NUMBER:	DIR-CPO-TMP-596
SOLICITATION NAME:	Geographic Information Systems (GIS) & Digital Land Surveying Products and Services
ADDENDUM NUMBER:	2

Addendum Date: June 11, 2025

If you should have any questions regarding this Addendum, please contact:

Pete Casals
 Department of Information Resources
 300 W. 15th Street, Suite 1300, Austin, Texas 78701
 Email: pete.casals@dir.texas.gov

Notice is given to Respondents desiring to submit a response to the above referenced solicitation that additional information is required:

This Addendum modifies the solicitation for Geographic Information Systems (GIS) & Digital Land Surveying Products and Services, Solicitation No. DIR-CPO-TMP-596, released May 7, 2025. It informs the parties that: (1) the deadline for DIR to receive Vendor references and for submitting responses to RFO has been extended; (2) answers to questions received prior to the due date and time published in the RFO have been provided; and (3) Attachment 2 Appendix A Terms and Conditions has been replaced in its entirety.

In the submission of its response to this solicitation, Respondents shall submit this signed “page one” of the Addendum, acknowledging receipt of the Addendum.

Respondent Acknowledgment of Receipt

(printed entity name)

(printed name of authorized representative)

(signature of authorized representative)

(date)

Item 1:

RFO Section 3.3 Schedule of Events has been replaced in its entirety with the following:

DIR anticipates the following schedule for this RFO. DIR reserves the right to modify these dates at any time. Modifications to the schedule will be posted on the Electronic State Business Daily (ESBD) website.

Table 1: Schedule of Events

Date/Time	Activity
May 7, 2025	Publish RFO on Electronic State Business Daily
May 27, 2025 2:00 PM (CT)	Optional Pre-Proposal Webinar
May 30, 2025 5:00 PM (CT)	Deadline for submitting questions
July 1, 2025 2:00 PM (CT)	Deadline for DIR to receive Vendor references. Deadline for submitting responses to RFO
July 2, 2025 – until completed	Evaluation of responses, oral presentations (if requested), negotiations, and contract execution

Item 2:

The following table outlines vendor questions, references Request for Offer (RFO) sections and the Department of Information Resources (DIR) response to questions received prior to the due date and time published in the RFO:

#	RFO Section	Respondent Question	DIR Answer
1	Accessibility	If responding to only service categories, do we omit Exhibit J or mark it as non-applicable? (Page 24, section 2.17.1)	A completed VPAT or Accessibility Conformance Report (ACR) is only for product offerings, if the response does not include products, then the respondent does not need to submit ACRs. If the Response includes development services, then a Vendor Accessibility Development Services Information Request (VADSIR) is required.
2	Accessibility	What is the deadline for a complimentary review for PDAA and VADSIR forms?	Requests for courtesy reviews must be submitted no later than 7 calendar days before responses are due.

#	RFO Section	Respondent Question	DIR Answer
3	Accessibility	Please confirm that the VPATS form is not required for firms not selling a commercial product.	The Accessibility Conformance Report (completed VPAT) is required for all product offerings on the pricing sheet in your response. If your response does not include products, then the ACR is not required.
4	Accessibility	Does exhibit J Voluntary Product Accessibility Template (VPAT) need to be filled for each product submission?	The VPAT is a template to test technology products for accessibility compliance. Once the product is tested against the standards and success criteria on the VPAT and conformance levels are recorded, the VPAT becomes an Accessibility Conformance Report (ACR). An ACR is required for every product listed on the respondents pricing list.
5	Accessibility	We sell accessories that go along with our GNSS Hardware. Our Hardware has an interface, thus we know we need to do a VPAT for it. However, do we need to do a VPAT for things like survey poles, mounts, or other accessories that do not have interfaces? This is in reference to Exhibit J: ACR (VPAT), see RFO Section 2.16.1.	If a product does not have a manual or digital user interface, then an ACR is not required. If Respondent states an ACR is not required for a specific product, DIR reserves the right to make its own determination when evaluating the response.
6	Accessibility	Q1: VPAT – In Reference to Exhibit J, Voluntary Product Accessibility Template (VPAT): The VPAT specifies Software Providers. We are a Service Provider. Are Service Providers required to populate and submit a VPAT form for Exhibit J?	A completed VPAT or Accessibility Conformance Report (ACR) is only for product offerings, if the response does not include products, then the respondent does not need to submit ACRs. If the Response includes development services, then a Vendor Accessibility Development Services Information Request (VADSIR) is required.
7	Accessibility	May graphics, figures, and tables use san serif font sizes smaller than 11 point?	If a smaller font is needed, then the color contrast needs to be enhanced.
8	Accessibility	May we use san serif font sizes smaller than 11 point for resumes?	Respondents are welcome to expand resume pages if need to accommodate a minimum 11pt font

#	RFO Section	Respondent Question	DIR Answer
			size. If that is not possible, then 10 pt will be accepted.
9	Accessibility	Section 2.17.3, Exhibit I – PDAA Self-Assessment Questionnaire: Is this required only for the prime contractor, or do subcontractors need to complete it as well?	The prime respondent is required to complete the PDAA.
10	Accessibility	If our GIS services include installation and configuration of third-party software, should we list the software products in our response? Including submitting VPATs for them?	Yes. All software products listed on the pricing list must have an Accessibility Conformance Report.
11	Accessibility	The Pre-Award conference indicated a requirement for use of an 11-point “sans serif” font. Would a smaller font be permissible for text in tables or graphics?	If a smaller font is needed, then the color contrast needs to be enhanced.
12	Accessibility	It is understood that user interface platforms require accessibility documentation. If we sell GIS services/files, will the accessibility documentation be required for the latter?	If there is a user interface, an Accessibility Conformance Report (completed VPAT) is needed. GIS products including files (e.g., supporting documentation, training documents, etc.) need to have an ACR. Chapter 6 of Section 508 VPAT covers supporting documentation and services.
13	Accessibility	please confirm that the VPATS form is not required for firms not selling a commercial product.	The Accessibility Conformance Report (completed VPAT) is required for all product offerings on the pricing sheet in your response. If your response does not include products, then the ACR is not required.
14	Accessibility	Follow up to my question about provision of GIS services/files: The platforms to which our deliverables (map files) are uploaded likely have VPATs but we do not have access to them to share with TxDIR, as the platforms are owned and managed	Other companies likely have Accessibility Conformance reports for their products and can provide those upon request. You may also locate ACRs on another company’s site and provide the specific URL for

#	RFO Section	Respondent Question	DIR Answer
		by other companies (e.g., Esri). We can, however, speak to the WCAG 2.1 compliance of our map files -- is this acceptable?	each ACR that corresponds to the product listed on the pricing sheet.
15	Accessibility	Is there a font type or size restriction for our response?	Sans serif fonts (e.g., Segoe UI) are preferred in 11pt at a minimum. If there are color contrast issues for accessibility, an increase font size is recommended.
16	BidStamp	Regarding the online pricing form, if we are only bidding on services, NOT products, is it necessary to complete the online pricing form?	Do not enter any services in the BidStamp online pricing form as it is required for products (hardware or software) only.
17	BidStamp	Q2: BidStamp Submittal - In Reference to the BidStamp Submittal Process: Will respondents to the RFO be required to send the submittal as separate downloads for each document or as a single PDF that combines all documents?	Your offer should be uploaded as separate documents. See RFO Section 3.7.4 Response Files for more information on how each document should be named and its file format.
18	BidStamp	can we upload documents as we complete them? Then hit submit once everthing is ready?	Yes. Your progress can be saved, and documents should be able to be added or removed as necessary.
19	Contract	RFO page 23, 2.18 We would like to include supplemental agreements, such as the Respondent's Technical Specifications, licensing terms and Terms of Service, as part of the final agreement. Could you please confirm whether these documents will be considered an integral part of the resultant contract?	Successful Respondents and Customers may enter into Additional Agreements (as defined in the Master Cooperative Contract) pursuant to Section 9 of the Master Cooperative Contract.
20	Contract	RFO page 23, 2.18 We respectfully request a revision to the Order of Precedence. Specifically, we propose that any addenda to this solicitation or contract—including license agreements for computer software and other contractual agreements—take precedence over other DIR documents, exhibits, attachments, or	Respondents are discouraged from taking exceptions. However, Respondents may request exceptions pursuant to Section 3.7.3.5 of the RFO.

#	RFO Section	Respondent Question	DIR Answer
		<p>references awards under this contracting vehicle.</p>	
21	Contract	<p>With regard to RFO Section 3.7.3.5 Exhibit A1 Exceptions Table -- Requesting Exceptions to Requirements, pp. 35-37.</p> <p>It's understood the DIR requires Respondents to provide an exceptions list to the standard Contract terms and conditions with their RFO response. Esri may not complete an entire review of the standard terms and conditions by the RFO deadline or may miss certain terms that Esri must take exception to. Esri is requesting to stipulate the following general statement in the Vendor Exceptions Form, "Esri takes exception to the Sample Contract, Appendix A Terms and Conditions, and the Service Agreement Template in its entirety. Esri will in good faith negotiate the terms and conditions of the Contract with the DIR upon being awarded the RFO solicitation."</p> <p>Justification – It is understood the DIR must comply with applicable Texas Government Code to raise a public solicitation and Esri will agree to meet this requirement by responding to the RFO but Esri will need reasonable time to review the terms and conditions of the Contract. Esri will in good faith negotiate the terms and conditions of the Contract upon award of the RFO solicitation.</p> <p>Will the DIR be amenable to this approach to ensure the DIR's needs are met by way of Esri's response</p>	<p>No. Respondents are discouraged from taking exceptions. However, Respondents may request exceptions pursuant to Section 3.7.3.5 of the RFO. The proposed exception format is not compliant with the requirements of the RFO.</p> <p>Please note that Section 3.7.3.5(F) of the RFO states that if a Respondent fails to note any exception within its initial Response, the Respondent will not be allowed to request an exception later in the procurement process. No new exceptions will be considered after an initial Response has been submitted.</p>

#	RFO Section	Respondent Question	DIR Answer
		to the RFO and Esri's needs met to provide sufficient time to review/negotiate the terms of the final Contract with the DIR?"	
22	Contract	Are the terms and conditions considered negotiable or non-negotiable?	Respondents are discouraged from taking exceptions. However, Respondents may request exceptions pursuant to Section 3.7.3.5 of the RFO.
23	Contract	To request exceptions to the terms and conditions, we can include the request as instructed in the RFO 3.7.3.5?	Yes. Respondents are discouraged from taking exceptions. However, Respondents may request exceptions pursuant to Section 3.7.3.5 of the RFO.
24	EDGAR	Upon review of the Exhibit H EDGAR Certification Form, it appears that the document may be outdated; for example, it references the current SAT as \$150,000 (but it has been \$250,000 since 2020). Could you please confirm if a more recent version is available and/or provide an updated form?	The EDGAR Certification Form included is the most recent version available.
25	EDGAR	Do subcontractors need to complete Exhibit H EDGAR Certification Form?	Subcontractors are not required to complete the Exhibit H EDGAR Certification Form. Only the Respondent should complete and submit the form.
26	EDGAR	Ex. H EDGAR Certification, Page 5, Conflict of Interest Questionnaire Questions: If we have no conflicts of interest, can we mark this as not applicable, or do we leave it blank?	This form needs to be completed as necessary at the request of the DIR Customer.
27	Exhibit A	Are subcontractors also required to submit Exhibit A Response Certification Form?	No. Only the prime/Respondent is required to submit Exhibit A.
28	Exhibit A	RFO Page 40, Item 4.2.1.A. (Pass/Fail Criteria) AND Exhibit A Response Certification Form: States that all Respondents must maintain evidence of financial stability, and that this evidence will	It is not required that Respondents report to or have a relationship with Dun & Bradstreet as the service provides their own evaluation of a

#	RFO Section	Respondent Question	DIR Answer
		<p>be determined from a Dun & Bradstreet SER Report and Score. Our company is a privately-held firm who does not report to Dun & Bradstreet; therefore, DIR will not be able to verify our financial stability in this manner. Are there other options for a privately-held company to submit evidence of financial stability?</p>	<p>company's financial stability. Please go to https://www.dnb.com/en-us/ for additional information. More information on the Dun & Bradstreet SER Report and Score can be found by clicking here and here.</p>
29	Exhibit A	<p>Page number 37 / Section 3.7.4 Response Files: Can any exhibit or form that is currently in Word and requires a signature (such as Exhibits A and G) be uploaded as PDF so that the digital signature can be verified?</p>	<p>Yes, that is acceptable.</p>
30	Exhibit A	<p>I have a question regarding a requirement in Exhibit A: Response Certification Form, for the above-referenced RFO #DIR-CPO-TMP-596.</p> <p>If this question needs to be submitted via BidStamp VIS, I will do that. I thought I would reach out to you first before posting there, as this item might be time sensitive.</p> <p>As mentioned during the Webinar on Tuesday, May 27th and included in Item #7 of Exhibit A Response Certification Form, it states that all Respondents must maintenance evidence of financial stability. The woman in the webinar, and Exhibit A Item #7 state that this evidence will be determined from a Dun & Bradstreet SER Report and Score. Our company is a privately-held firm who does not report to Dun & Bradstreet; therefore, DIR will not be able to verify our financial</p>	<p>See Answer #28</p>

#	RFO Section	Respondent Question	DIR Answer
		stability in this manner. Is there another option for privately-held company to submit evidence of financial stability?	
31	Exhibit B	Exhibit B: Respondent History and Experience. Question 1 states that the vendor should provide a detailed history of the company and how our products/services have been used by customers in no more than 3 pages. Is that 3 pages total regardless of number of scope categories being bid on?	Please provide no more than 3 pages total.
32	Exhibit B	Exhibit B: Respondent History and Experience: Is there any page limit for question 2 where Respondents are instructed to provide a summary of their experience (other than the 2-page limit) regarding "related services")?	No.
33	Exhibit B	Exhibit B: Respondent History and Experience. For question 3, can you provide clarification of what type of information regarding team members you are seeking? Are you asking for staff resumes?	Provide a summary of your company's team/staff/personnel. Detailed staff resumes would be beyond the intent of this question.
34	Exhibit B	Are there page limits for any of the items 1-7 listed in Exhibit B or do only item 1 and 3 have page limit parameters? For item 2, the second part of item 2 states that the related services summary has a limit of 2 pages but nothing is stated for the past projects experience. Is there a limit in terms of number or pages for the project experience? (Page 1 of Exhibit B)	Page limits only apply to the questions where they are specified.
35	Exhibit B	For item 2 in Exhibit B, is there a page restriction for the summary of projects related to the scope of work? Are you looking for us to address each scope item?	See Answer #32 DIR does not seek Respondents to address each category of the scope.
36	Exhibit B	We understand that there is a 2 page restriction on our summary of	Yes. See RFO Section 2.13 Product Related Services

#	RFO Section	Respondent Question	DIR Answer
		related services in Exhibit B item 2. If we don't supply products, can we still provide product related services?	
37	Exhibit B	Exhibit B, 2. Summary of Experience – is the 2 page limit for this entire section or just for “how related services support the scope?” Is there an additional page limit for the summary of experience?	The 2-page limit applies only if providing related services.
38	Exhibit B	For Exhibit B Table 4, should we list all cooperative contracts we are a part of or just those with similar scope to this procurement?	Provide other cooperative contracts information that are similar in scope only.
39	Exhibit B	Should Exhibit B Respondent History and Experience be completed by each subcontractor, or are details about each subcontractor(s)' experience expected to be included as part of the Respondent's response?	No, Exhibit B should only be completed by the prime contract holder and should be the focus of only the prime contract holder/Respondent.
40	Exhibit B	Exhibit B.3 – Summary of the qualifications and experience of the team members. Should we provide qualifications for our team members involved in contract management, or those that will actually be completing work order task?	Provide qualification and experience of all staff supporting all contract activities to support the DIR customers.
41	Exhibit B	Page number 1 / Section Exhibit: Question 2 - Provide a summary of the Respondent's experience, with focus on projects completed within the past five (5) years. -- Do you prefer completed projects or can we profile relevant projects that are currently on-going?	Experience should be focused on projects that have been completed.
42	Exhibit B	RFO DIR-CPO-TMP-596 Page 34 Paragraph/ Section/ Misc - 3.7.3.2 Exhibit B Respondent History and Experience	Provide number of years of experience <u>only</u> for the market segments that have been outlined in the table, which do not include private/commercial entities.

#	RFO Section	Respondent Question	DIR Answer
		Offeror Question- Exhibit B, Table 1 asks for the respondent's number of years providing products/services requested by market segment. Would the Government allow the respondent to provide and include the number of years for other non-Government segments (i.e. private, commercial)?	
43	Exhibit B	<p>RFO DIR-CPO-TMP-596 Page 34 Paragraph/ Section/ Misc - 3.7.3.2 Exhibit B Respondent History and Experience</p> <p>Offeror Question - For Exhibit B, can prime respondents include proposed subcontractor company history and experience in addition to its own history and experience? Further, if the inclusion of proposed subcontractor company history and experience is permitted for Exhibit B, does the work need to be performed as a prime contractor or is work performed in a subcontractor role with specific workshare details acceptable?</p>	Yes, however the Respondent should be clear to the nature of their role in the project and the percentage of work completed by the subcontractor.
44	Exhibit B	Page 1 of Exhibit B reads: "3) Include a summary and in no more than three (3) pages total, of the qualifications and experience of the team members dedicated to providing support to the DIR customers." Does "team members" refer to subcontractor firms, or individuals proposed to support this effort?	The intent is more towards the latter, which are the individuals of the company to provide support to the DIR customers.
45	Exhibit B	RFO DIR-CPO-TMP-596, p. 34, 3.7.3.2 Exhibit B Respondent History and Experience. Can subcontractor history & experience be included for Exhibit B (in	See Answer #43

#	RFO Section	Respondent Question	DIR Answer
		addition to the prime respondent's)?	
46	Exhibit B	For question 2 in Exhibit B, should we provide a summary for each category we are responding to (i.e. GIS Software: Mapping & Visualization and GIS Services: Geospatial Analysis & Spatial Data Science)? Is there a page limit associated with this question?	See Answer #35. The page limit of 2 pages only applies to related services.
47	Exhibit B	In Exhibit B (Respondent History and Experience), Item 4, it asks us to complete the table for each category to which we are responding... Does "category" refer to the NIGP Codes, OR does it mean the items in the Scope?	The category applies to the Market Segments outlined in Table 1 (All Sectors, Texas State Agencies, etc.)
48	Exhibit C	Does Texas DIR want the Respondent to respond within the Exhibit C document under each individual question, or after END OF EXHIBIT C at the bottom of the page?	Answers to the questions should be entered immediately after each question.
49	Exhibit C	Exhibit C, page 1, Question 1 re: Publishing on DIR Website, etc. Question: Would we be added as an administrator on the website and social media platforms to update content or would we just provide content for the administrators to upload?	Successful Respondents will only be permitted to provide content for dissemination.
50	Exhibit C	Exhibit C, Page 1, Question 1 re: email signature Does TxDIR have any branding guidelines? If so, does that include an email signature?	Yes, DIR logos and other branding materials and guidelines will be provided post-award.
51	Exhibit C	Exhibit C, RE: Overall Marketing Plan Question: Is TxDIR allowed to use third party platforms to host educational forums?	Yes.
52	Exhibit C	Exhibit C, Question 9 (page 3): Is this a Service Level Agreement (SLA) just for Software Products, or	The service levels requested would also apply to any service categories.

#	RFO Section	Respondent Question	DIR Answer
		does this apply to other GIS Services categories?	
53	Finance	If our physical address that is tied to our DUNS and SOS is different than our remit to address is there a spot to reference this?	The remit to address is for payment processing and is not required at the submission stage unless the remit to address is the same as the requested information in Exhibit A. The Respondent's proposal should contain the required information in order to verify the SOS and D&B accounts belonging to the Respondent. Should the Respondent's proposal result in a contract award, DIR will require the billing/remit to address at that time.
54	General	Is there a required minimum number of years the company must have been in operation to qualify?	DIR does not require a minimum number of years for a company to be in operations to qualify as a DIR Vendor.
55	General	RFO: DIR-CPO-TMP-596: Can signatures be electronic signatures as to reduce printing of documents?	Electronic signatures are acceptable.
56	General	Does this RFO include Geospatial/IT training?	This RFO would include geospatial training products and services.
57	General	Are firms permitted to respond only to service categories and not product categories? (no page number or section specifically)	Yes, Respondents may offer services only.
58	General	Will responding to only certain categories or sub-categories affect the chances of selection? (no specific page or section)	Respondents are encouraged to bid any or all or any combination of the GIS and Digital Land Surveying Products and Services. Offering only certain categories or sub-categories should not affect their score and chance of selection.

#	RFO Section	Respondent Question	DIR Answer
59	General	Where do firms indicate which categories they are pursuing? (no specific page or section)	Respondents are not required to enter which categories within the scope that are included in their offer. The scope and its categories are designed to provide a guideline of the general kinds of GIS products and services DIR seeks to put on contract.
60	General	Is there a minimum font size requirement for the form responses? Can margins be adjusted for the responses? (no specific page or section)	See Answer #15
61	General	Does the Department of Information Resources (DIR) approve or permit the execution of projects to be carried out offshore (at least part) for GIS Services?	See Appendix A Standard Terms and Conditions, Section 6.2 Data Location
62	General	General Question: If offshoring is permitted, could you please clarify the procedures involved in accessing data from offshore locations?"	See Answer #61
63	General	General Question: Regarding the response creation, should we strictly follow the format provided by DIR, or can we use our template that meets all the specified requirements?	Please follow the format provided by DIR when submitting your response.
64	General	If awarded a contract can new products/services be added?	It may be possible to add new products and services to a contract post-award if they are within scope of the RFO. Contract holders should contact their DIR Contract Manager for details.
65	General	RFO page 27, 3.5.1, What is the percentage of funding that the State of Texas has used for requirements purchased under this	See RFO Section 1.3.2. Cooperative Contracts Program Overview, Section C: <i>"DIR is not soliciting Geographic Information Systems</i>

#	RFO Section	Respondent Question	DIR Answer
		type of contracting vehicle using federal grant funds in the past?	<i>(GIS) & Digital Land Surveying Products and Services for its own use. DIR competitively solicits bids for information technology products and services and establishes Master Cooperative Contracts for use by Eligible Customers. Therefore, Master Cooperative Contracts have a value of \$0."</i>
66	General	RFO page 28, 3.5.1.D Are all awarded funds from this contracting vehicle subject to the EDGAR Certification?	Only certain DIR customers need to ensure that all policies and procedures involving the expenditure of federal funds are compliant with the new Education Department General Administrative Guidelines (EDGAR).
67	General	If a Respondent otherwise has Federal Contracts, but does not comply with the requirements to receive Federal Grant Funding (Accounting Compliance, etc.), are they ineligible for all awards under this contracting vehicle?	See RFO Section 3.5.1 Part B where the Respondent's contract may be terminated without recourse if it becomes suspended or debarred from doing business with the federal government.
68	General	DIR-CPO-TMP-596. 2.1.2. For an agency like TWDB to procure a GIS solution from a provider, must that provider have successfully contracted with the DIR via an RFO? Can providers register and do business with the state without applying to an RFO upfront?	See RFO Section 1.3.3 Commodity Item Requirements.
69	General	DIR-CPO-TMP-596 2.1.5 Does TX DIR require respondents to contract through their own vehicle, vs NASPO, OMNIA, or Carahsoft?	To sell or do business through DIR, DIR Vendors must use their DIR contract.
70	General	Would TxDIR considering extending the deadline for receiving responses to this RFO?	The deadline for DIR to receive Vendor references and for submitting responses to RFO has been extended with this Addendum 2.

#	RFO Section	Respondent Question	DIR Answer
71	General	Are subcontractors also required to submit Letters of Authorization?	No, only the prime contract holder must submit Letters of Authorization.
72	General	6 _RFO DIR-CPO-TMP-596 2.7 GIS 1. INTRODUCTION, 1.1. Purpose (B): DIR expects to receive and evaluate Responses and select one (1) or more qualified Respondents with whom to enter into negotiations and award a Master Cooperative Contract (each such Respondent a “Successful Respondent”). Will work orders be routed through DIR or directly initiated by client agencies post-empement?	See RFO Section 1.3.2. Cooperative Contracts Program Overview, Section B, which explains how the DIR Customer places orders directly to the Successful Respondent.
73	General	9 _RFO DIR-CPO-TMP-596 2.7 GIS 7, 1.1 Purpose C. For administrative efficiency for DIR and its Customers, DIR reasonably anticipates that it will award a finite number of Master Cooperative Contracts as determined by the competitive breaks created through evaluation of Responses. Does DIR anticipate awardee categories for respondents providing services only, respondents providing products only, and respondents providing both services and products? If yes, then how will the evaluation of these categories be established?	This RFO and its resulting awards/contracts are not technology category specific. Responses will be evaluated as a whole and by an established evaluation plan.
74	General	Would TxDIR consider extending the due date of this procurement? We ask because as a small business the accessibility documentation requirements will take a significant amount of time to prepare.	The deadline for DIR to receive Vendor references and for submitting responses to RFO has been extended with this Addendum 2.
75	General	1) Is this contract for GIS and Land Surveying hardware, software, and professional services? 2) Do the professional services	1. The scope of this RFO includes hardware, software, and services. 2. Stand-alone services, or services not tied to a specific product, are

#	RFO Section	Respondent Question	DIR Answer
		<p>have to be related to a specific product?</p> <p>3) If another company sells the product and we are a business partner of that company, do we have to get approval from that company to participate in this contract for professional service packages?</p> <p>4) What is the difference between this contract and the DIR DBITS contract?</p>	<p>acceptable.</p> <p>3. Yes, Respondents should seek authorization from the manufacturer if they seek to be an authorized service provider under this contract.</p> <p>4. DBITS contracts provide project-based IT solutions & services and are based on the deliverables outlined in the Statement of Work (SOW). They are focused on four (4) specific technology categories.</p>
76	General	Can you please confirm if we can only submit our response for Services and not for products.	See answer #57
77	General	My company, Upstream Tech, is interested in responding to the RFO 596 for GIS products and services. We use Carahsoft, NASPO ValuePoint, and OMNIA Partners as contracting vehicles, and I'm wondering if our coverage via these vehicles could at all reduce the lift of responding to this RFO.	To submit a response to this solicitation, the Respondent must meet all requirements outlined in the Request for Offer (RFO). Having other contracts from other co-ops will not be taken into consideration in meeting the DIR's RFO requirements.
78	General	<p>I am writing to gain a deeper understanding of the DIR-CPO-TMP-596 - Geographic Information Systems (GIS) & Digital Land Surveying Products and Services Contract.</p> <p>Questions:</p> <p>1. Is this contract for GIS and Land Surveying hardware, software, and professional services?</p> <p>2. Do the professional services have to be related to a specific product?</p> <p>3. If another company sells the product and we are a business partner of that company, do we have to get approval from that company to participate in this contract?</p>	See Answer #75

#	RFO Section	Respondent Question	DIR Answer
		4. What is the difference between this contract and the DIR DBITS contract?	
79	General	Can we include the same offering (i.e. UAV lidar collection) as both a product and a service? For example, a data product that is priced by unit (per square mile of data) and as service (hourly rate to procure collection on a level-of-effort basis)?	Yes. DIR Recommends using the product description column in the Products Tab of the Pricing Sheet and the service description column in the Services Tab to outline the details and differences.
80	General	Can you explain more about how TX entities engage and negotiate for services with qualified vendors? Are additional proposals ever required, or is the decision process primarily based on quoted price with information discussions to clarify capabilities and approach?	See RFO Section 1.3.2 Cooperative Contracts Program Overview Part D . <i>"Customers must identify their own needs, then contact a Successful Respondent and obtain a price quote. Based on their needs, Customers may submit a Statement of Work when requesting a quote. Each Customer makes the best value determination and enters into a Purchase Agreement with the Successful Respondent."</i>
81	General	Do Respondents typically list the Question from the RFP and then add the answer below that?	Respondents should include their answers to the questions in the forms provided.
82	General	Explanation: Transfer of subscriptions among the users of a DIR customer entity to ensure interruption of services.	It is unclear what the question is.
83	General	What explains the large drop in State Agency total numbers in 2024?	The 2024 sales figure for State Agencies is actually approximately \$1,077,400,000, which is an increase of \$108,700,000 from the prior year.
84	General	Will this slide deck be provided to attendees?	Yes, the slide deck is available in Addendum 1 on the ESBD.
85	General	RFO DIR-CPO-TMP-596, 3.5 Successful Respondent Qualifications: "How many years does a Mentor Protege Joint Venture (MPJV) need to be in business to be eligible to bid for this solicitation?"	There are no specific requirements for Mentor Protege Joint Venture (MPJV).

#	RFO Section	Respondent Question	DIR Answer
86	General	Can we submit response only for services	See answer #57
87	General	File formats clarification request for Exhibit H and Exhibit I. Exhibit H response requested as .docx, but was supplied form as PDF. Exhibit I response requested as .docx, but csupplied form as .xlsx. Does TxDIR want these formats converted to .docx for submission?	The Exhibit H EDGAR Certification Form should be completed and submitted in .pdf format. Exhibit I should be completed and submitted in .xlsx format.
88	General	Will the recording of the webinar be available as well?	Yes, the link to the webinar is available in Addendum 1 on the ESBD.
89	General	Could you please confirm whether we are allowed to submit the files in PDF format, or are we required to submit them in their original formats (such as Word and Excel)?	Please refer to Section 3.7.4 Response Files of the RFO when submitting files.
90	General	Regarding Table 1: DIR Cooperative Contracts Historical Sales - Is further breakdown between products/maintenace and services avaiable?	That information is not available currently.
91	General	any limitations on where a corporate office resides. outside of the state of TX	There are no specific requirements regarding a Respondent's corporate office location.
92	HUB	If a Responder know a business who qualifies for HUB certification, can we use them to meet the HUB goal -- as long as the potential HUB business submits the paperwork before the RFO proposal deadline?	No, a company must be HUB certified for the prime contract holder to utilize as HUB. Please visit the CMBL for a complete list of current HUB certified vendors.
93	HUB	HUB Subcontracting Plan. In previous submissions, received comments indicating the need to include a dollar amount for HUB support coverage. Since the RFO is a zero dollar contract vehicle and will require a review of the customer requests, can TxDIR	The respondent will determine how they can best fulfill a contract and complete the corresponding method within the HSP. This is going to be your best guesstimate. Should you be awarded a contract, you may update your HSP at any time to be reflective

#	RFO Section	Respondent Question	DIR Answer
		provide insight on how a dollar amount can/should be identified and included when a contract value is not associated with this submittal offering? Or can TxDIR indicate that submission of a percentage for partners would be appropriate for this submittal.	of the volume of sales within that contract.
94	HUB	RE: DIR-CPO-TMP-596 Exhibit D Question: The HUB Subcontracting Plan indicates for self performance, "If you will not be subcontracting any portion of the contract and will be fulfilling the entire contract with your own resources". Does "the entire contract" pertain to self performance of all RFO scope specialties or does this pertain to only the RFO specialties we are responding to?	If Self-Performing a contract, this does pertain to your entire bid response.
95	HUB	Exhibit D Sample HUB Subcontracting Plan (HSP): Instructions on the first page of this document state that we are to "Complete an automated version of the HUB Subcontracting Plan in BidStamp. Note: Vendors must also print, sign, and upload the signed HSP. (reference Vendor Guide Section 5.4)" Please clarify where on BidStamp we should complete the online HUB Subcontracting Plan (HSP). We don't see a place to do this. Also, please advise where we can find the Vendor Guide file.	As stated in the pre solicitation for this RFO, please visit the link provided for the Texas Comptrollers Office for the most currently approved HSP, download, complete and sign to submit with your bid submission.
96	HUB	Referenced Document - Exhibit D HUB Subcontracting Plan (HSP) Page # or Location - Page 2 Paragraph/ Section/ Misc - Section 2: Respondent's Subcontracting Intentions Offeror Question - For the required Subcontracting Opportunity	Yes. You as the prime, will identify the areas where you will offer subcontracting opportunities identified or referenced from your bid response.

#	RFO Section	Respondent Question	DIR Answer
		Description field, is it acceptable to provide the description or type of work, such as "Software Engineering services", if the actual Task Order number is not yet known?	
97	HUB	Do you need to complete the HUB HSP even if you do not have any plans for subcontractors as a vendor?	All vendors, HUB and non-HUB, are required to correctly complete and sign a HUB Subcontracting Plan that is to be submit with your bid submission.
98	HUB	RFO DIR-CPO-TMP-596, 3.4. Historically Underutilized Businesses (p. 29), 3.7.3.4 Exhibit F Respondent References (p.35). Is the past performance more heavily weighted for HUBs?	The HUB Subcontracting Plan is not weighted in your bid response. The HSP is a pass or fail document required to be completed, signed, and submitted with your bid response.
99	HUB	for HSP when we list the Items of how the prime is going to subcontract portions of the TO, what do we put in "Subcontracting Opportunity Description" if we don't know the TO specifics.	On the HSP in the Section 2b table, you will identify any opportunity that you will not be fulfilling yourself from your bid response.
100	Pricing Sheet	On the pricing sheet, services tab, are rates provided for labor categories on the services tab expected to be fully loaded rates?	Yes.
101	Pricing Sheet	Please provide additional guidance around the Pricing Sheet for GIS services, not related to a product or hardware. We would be providing services in scope areas 2.9, 10, 11.	Services not tied to any specific software or hardware products are considered "stand-alone services" or simply "services" as opposed to "related services." These services are typically outlined by a Service Name, such as "Geospatial Analyst" or "GIS project manager" along with a description of their scope of work. The Unit of Measure in Column F of the Tab for the service resources is typically "Hour," and the List Cost

#	RFO Section	Respondent Question	DIR Answer
			Per Unit is typically the hourly dollar amount rate for the personnel.
102	Pricing Sheet	If offshoring is permitted, is it necessary to submit two separate pricing sheets (Exhibit E)—one for onshore services and another for offshore services?	Provide only one Exhibit E Pricing Sheet.
103	Pricing Sheet	Should our pricing include the 2% fee for DIR recovery? - Section 1.3.4	The Admin Fee for this solicitation is .75% and will automatically calculated by the spreadsheet after the MSRP/List Price is entered. The final cost that includes the administrative fee will appear in the column named DIR Customer Price.
104	Pricing Sheet	For completion of the pricing sheet, specifically under the service tab, how should resources be presented? What information should be input regarding category names and service names, particularly in relation to staff names and titles?	See Answer #101.
105	Pricing Sheet	QUESTION/CLARIFICATION. Pricing Sheet, Tab Services. In the delivery of services and products, the needs and requirements of a customer, and its necessary outputs will require different levels of staffing. If a product, for instance Item 2.8.G. Digital Twins would require staff support from a variety of team members (not exhaustive, but for example) - GeoSpatial Analyst (level 1, level 3), Digital Programmer, and Project Manager. Should this category and item be listed 4 times with an hourly rate for each staff member? Digital twins may require architect, engineering, or other technical insights for proper digital set up. How should items that that are highly complex and require multiple delivery team members	Include all staffing resources that your company would like to make available to support the DIR Customer. Each staffing resource should have their own line item. Each line item should include the hourly rate for the cost of the staffing resource. This provides the greatest flexibility for whatever the specific needs are of the DIR Customer. See Answer #101.

#	RFO Section	Respondent Question	DIR Answer
		be included in the pricing sheet to assist submission review?	
106	Pricing Sheet	<p>We are planning to present qualifications and pricing for the following categories defined in the RFO:</p> <ul style="list-style-type: none"> -- GIS Geospatial Products – Imagery and Models -- GIS Geospatial Products – Geospatial Intelligence and Datasets -- GIS Services – Geospatial Analysis and Spatial Data Science -- GIS Services – Planning, Development, and Deployment -- GIS Services – Data Collection, Conversion, and Integration -- Product Related Services <p>Can you please confirm if we need to complete both the ONLINE pricing form and Exhibit E for our proposal? Or just Exhibit E, since we are NOT proposing any GIS Hardware or Software Products?</p>	<p>If only services (staffing personnel at an hourly rate) are being offered, then submit the Exhibit E form only. The BidStamp online form is for hardware and software products only.</p>
107	Pricing Sheet	<p>The instructions indicate to include an Appendix C with a Pricing Index that shall not establish a price list yet Exhibit E does ask for List Prices. Can you confirm or clarify?</p>	<p>It is unclear what section and page number of the RFO this question is referencing.</p>
108	Pricing Sheet	<p>Referenced Document - Exhibit E Pricing Sheet Page # or Location - Tab 3 -Services Paragraph/ Section/ Misc - Columns A and B</p> <p>Offeror Question - In the Exhibit E pricing sheet on the Services tab, does the Category Name (column A) have to align with the GIS Services headings of sections 2.9, 2.10, 2.11, and 2.13 of the RFO DIR-CPO-TMP-596 document and</p>	<p>No, the Category Name columns within the Exhibit E Pricing Sheet do not need to align with the category names of the scope section of the RFO. Respondents should use category names that best fit their own business model.</p>

#	RFO Section	Respondent Question	DIR Answer
		Service Name (Column B) align with the RFO subsections?	
109	Pricing Sheet	Referenced Document - Exhibit E Pricing Sheet Page # or Location - Tab 2- Products Paragraph/ Section/ Misc - N/A Offeror Question - Can awardee's add products at a later time?	See Answer #64.
110	Pricing Sheet	Please provide additional guidance around the Pricing Sheet for GIS services, not related to a product or hardware. We would be providing services in scope areas 2.9, 10, 11.	See Answer #101.
111	Pricing Sheet	Does DIR expect that there will be an additional proposal file further describing products and services, etc or is the expectation that the extent of the submission is contained within Exhibit E and all other artifacts outlined in the RFO?	It is anticipated that the Exhibit E Pricing Sheet the Respondent provides with offer would be the same one presented to the DIR Customer post-award. The Respondent may be given an opportunity to update the Pricing Sheet during the negotiations process.
112	References	Are respondents required to provide a separate Exhibit G form for each separate reference or listing all references on one form. (For example, if we are having three references submit a reference form, are we supplying DIR with three different Exhibit G forms?)	See RFO Section 3.7.3.4 Exhibit F Respondent References Part C <i>"For each entity that an Exhibit F Reference Form is sent to, Respondent shall also submit with their response a signed RFO Exhibit G Respondent Release of Liability. DIR may contact References for clarification at DIR's discretion."</i>
113	References	How should Vendors be contacted for a reference? The BidStamp portal states "Reference forms are being sent via BidStamp as a courtesy. DIR will not be responsible if the form is not received by the vendor for any reason. It is solely the vendor's responsibility to ensure that the reference party receives the	The Respondent may send the Reference Form either directly or using the BidStamp portal.

#	RFO Section	Respondent Question	DIR Answer
		request.” HOWEVER, the RFO states in Section 3.7.3.4. (page 35 of 42) that “Respondent must complete the top portion of and send Exhibit F Reference Form to a minimum of three (3) entities who are willing and able to provide comments on the Respondent’s ability to provide the products and services offered in the Response. References must comment on work performed by the Respondent in the past five (5) years. Additional instructions are included in Exhibit F Reference Form. DIR will only consider the first three (3) references received.” Which method should be used?	
114	References	RFO DIR-CPO-TMP-596, p. 35, 3.7.3.4 Exhibit F Respondent References. Can a reference from a subcontractor qualify for Exhibit F Reference Forms?	References should be customers of the Respondents, not subcontractors.
115	References	For Exhibit F, can Federal Government Agencies be used?	Yes. Federal Government Agencies that have been customers of the Respondent can be used as references.
116	References	For Exhibit F, do references have to be based in the State of Texas?	No. It's not required that references for the Respondent be based in Texas.
117	RFO - Scope	For the items listed under sections 2.5 and 2.6, does DIR consider these products or services on the pricing sheet? (Page 13-14, Sections 2.5 & 2.6)	In general, any software and hardware items are considered products.
118	RFO - Scope	Item for inquiry - Submission of partial items list. Please verify that the RFO submitted is allowed to submit for a category, item, sub-item, but is NOT required to submit for all items/sub-items within a category. For instance, a submitter	The purpose of the RFO's Section 2 Scope is to provide general examples of the kinds of items that DIR considers falling under the umbrella of Geographic information Systems (GIS) & Digital Land Surveying Products and Services.

#	RFO Section	Respondent Question	DIR Answer
		<p>can submit for Category 2.4 but only indicate interest in offering items A and C, with an indication that items B1 and B2 are not being submitted for offer by the submitter. Is it possible to offer some, but not all items identified within a category?</p>	<p>Respondents are not required to submit an offer that includes everything in a technology category. Respondents may submit an offer based on any one or combination of technologies that is within the solicitation's scope. Any specific items listed in the technology category may be considered as a product (hardware or software) or service depending on its application. If your company's items are software or hardware, they should be entered on the Products Tab of the Exhibit E Pricing Sheet. If they are services or related services, they should be listed in the Services Tab.</p>
119	RFO - Scope	<p>Item for inquiry - Items listed in section 2.3, GIS Hardware: Reality Capture & Processing Devices. QUESTION/CLARIFICATION. In review of the items listed in Section 2.3 (A-V9), it appears that each of these items is HARDWARE necessary for collection of data and does not include any data collection, data preparation, storage, and/or processing in support of a client. Please confirm the items and listing for section 2.3 is for the sale/resale of hardware, and not for services that utilize these hardware items.</p>	See Answer #118
120	RFO - Scope	<p>Item for inquiry - Items listed in section 2.5, GIS Software: Data Processing, Management, & Analysis. QUESTION/CLARIFICATION. In review of the items listed in Section 2.5 (A-N), the items within appear a mix of software solutions/programming and services. For instance, Cloud applications, Cloud Platforms &</p>	See Answer #118

#	RFO Section	Respondent Question	DIR Answer
		<p>SaaS, WebGIS, and real-time geospatial data integration software are a set of software solutions that are available for purchase. GIS portals may be developed and require input, planning, development and other efforts from the offeror in order to prepare, release, maintain and manage this item. There are other sub-items that appear more data preparation - like Digital Twins, Machine Learning, Spatial Machine Learning and others on list that are not simply a software sale but require additional efforts from an offeror to be of use. Can TxDIR please verify if the items listed in this offering category are intended to be the software ONLY, or if this offering includes products, programming, and applications that are developed and stored on some of the software items identified within.</p>	
121	RFO - Scope	<p>Item for inquiry - Items listed in section 2.6, GIS Software: Mapping & Visualization. QUESTION/CLARIFICATION. In review of the items listed in Section 2.6 (A-F3), the majority of the items listed appear to be services that would be supported by vendor/offeror time and effort, not purely software purchase. Please verify the intent of TxDIR to provide these services and efforts through the RFO.</p>	See Answer #118
122	RFO - Scope	<p>RFO: DIR-CPO-TMP-596 Solicitation page: 25 Section: 2.16</p> <p>TxDIR requests list pricing for aerial mapping services (imagery, lidar,</p>	<p>DIR is establishing Master Cooperative Contracts valued at \$0 and specific deliverable requirements will be determined by the DIR Customers that will contact the Successful Respondent for</p>

#	RFO Section	Respondent Question	DIR Answer
		<p>and derived products). Project costs vary significantly based on factors such as project size, location, airspace restrictions, area complexity, and deliverable requirements.</p> <p>If TxDIR requires firm pricing at this stage, could you provide additional details such as exact project boundaries (or area sizes), required deliverables, resolution/accuracy specifications, and any known airspace or logistical constraints?</p> <p>In previous years, TxDIR vendors for these services have submitted a list of products and services available through the contract with a discount rate. This list did not include unit rates and pricing due to the complexity of the work being performed and the unique project parameters that can drastically impact pricing.</p>	<p>specific pricing information and negotiate their own additional agreements. See RFO Section 1.3.2 Cooperative Contracts Program Overview.</p>
123	RFO - Scope	<p>1 _RFO DIR-CPO-TMP-596 2.7 GIS 15 2.7 Geospatial Products: Imagery & Models Does DIR have a preferred satellite provider, or can vendors select a satellite data partner who can supply the required inputs?</p>	<p>See Answer #122.</p>
124	RFO - Scope	<p>2 _RFO DIR-CPO-TMP-596 2.7 GIS 15 2.7 Geospatial Products: Imagery & Models Does the vendor need to work with DIR-empaneled UAV providers to procure images for the selected AOI?</p>	<p>See Answer #122.</p>
125	RFO - Scope	<p>3 _RFO DIR-CPO-TMP-596 2.7 GIS 18,19 2.9 GIS Services: Geospatial Analysis & Spatial Data Science, 2.10. GIS Services: Planning, Development, & Deployment,</p>	<p>See Answer #122.</p>

#	RFO Section	Respondent Question	DIR Answer
		2.11.GIS Services: Data Collection, Conversion & Integration Please confirm our understanding that any GIS data processing, data conversion, development & integration work related to the mentioned GIS services scope will be carried out using the DIR-provided software, and that the vendor is not required to procure any tools to execute such projects.	
126	RFO - Scope	4 _RFO DIR-CPO-TMP-596 2.7 GIS 13 2.5 GIS Software: Data Processing, Management, & Analysis Please provide a list of GIS platforms and tools currently used by the agency.	See Answer #122.
127	RFO - Scope	5 _RFO DIR-CPO-TMP-596 2.7 GIS 7 1. INTRODUCTION, 1.1. Purpose (B): DIR expects to receive and evaluate Responses and select one (1) or more qualified Respondents with whom to enter into negotiations and award a Master Cooperative Contract (each such Respondent a “Successful Respondent”). Will vendors be categorized by capability (hardware, software, services), or will DIR select a full-stack GIS technology awardee for all mentioned scope?	See Answer #73
128	RFO - Scope	Where do respondents outline which categories they are pursuing?	See Answer #73
129	RFO - Scope	For the items listed under sections 2.5 and 2.6, does DIR consider these products or services on the pricing sheet? (Page 13-14 of the RFO document, Sections 2.5 & 2.6)	See Answer #118

Item 3:

Attachment 2 Appendix A Terms and Conditions has been replaced in its entirety with the attached document.

END



TEXAS DEPARTMENT OF INFORMATION RESOURCES

Addendum 3

SOLICITATION NUMBER:	DIR-CPO-TMP-596
SOLICITATION NAME:	Geographic Information Systems (GIS) & Digital Land Surveying Products and Services
ADDENDUM NUMBER:	3

Addendum Date: June 25, 2025

If you should have any questions regarding this Addendum, please contact:

Pete Casals
Department of Information Resources
300 W. 15th Street, Suite 1300, Austin, Texas 78701
Email: pete.casals@dir.texas.gov

Notice is given to Respondents desiring to submit a response to the above referenced solicitation that additional information is required:

This Addendum modifies the solicitation for Geographic Information Systems (GIS) & Digital Land Surveying Products and Services, Solicitation No. DIR-CPO-TMP-596, released May 7, 2025. It informs the parties that: (1) the deadline for DIR to receive Vendor references and for submitting responses to RFO has been extended; and, (2) RFO Section 3.7.1.1 VIS Account Request Process has been replaced in its entirety.

In the submission of its response to this solicitation, Respondents shall submit this signed “page one” of the Addendum, acknowledging receipt of the Addendum.

Respondent Acknowledgment of Receipt

(printed entity name)

(printed name of authorized representative)

(signature of authorized representative)

(date)

Item 1:

RFO Section 3.3 Schedule of Events has been replaced in its entirety with the following:

DIR anticipates the following schedule for this RFO. DIR reserves the right to modify these dates at any time. Modifications to the schedule will be posted on the Electronic State Business Daily (ESBD) website.

Table 1: Schedule of Events

Date/Time	Activity
May 7, 2025	Publish RFO on Electronic State Business Daily
May 27, 2025 2:00 PM (CT)	Optional Pre-Proposal Webinar
May 30, 2025 5:00 PM (CT)	Deadline for submitting questions
July 8, 2025 2:00 PM (CT)	Deadline for DIR to receive Vendor references. Deadline for submitting responses to RFO
July 9, 2025 – until completed	Evaluation of responses, oral presentations (if requested), negotiations, and contract execution

Item 2:

RFO Section 3.7.1.1 VIS Account Request Process has been replaced in its entirety with the following:

3.7.1.1 VIS Account Request Process

Before users can access any of the BidStamp VIS portal functionality, they will be required to provide login credentials to access a new or existing account. Respondents may access the BidStamp VIS Portal via <https://dir.my.site.com/BidStamp>, and enter in their access credentials. If a potential Respondent does not yet have login credentials, the Respondent should request one by clicking on “Are you a Vendor and need to request an account?” button that is located on the login page. **NOTE:** This process can take up to forty-eight (48) hours to complete. Interested parties should not wait until the closing date to begin the process of creating an account.

END