

1 VIRGINIA ACTS OF ASSEMBLY — CHAPTER

2 *An Act to amend and reenact § 2.2-4301 of the Code of Virginia, relating to the Virginia Public*
3 *Procurement Act; multiple project contracts for architectural or professional engineering services*
4 *relating to construction.*

5 [H 2316]
6 Approved

7 **Be it enacted by the General Assembly of Virginia:**
8 **1. That § 2.2-4301 of the Code of Virginia is amended and reenacted as follows:**

9 **§ 2.2-4301. Definitions.**

10 As used in this chapter:

11 "Affiliate" means an individual or business that controls, is controlled by, or is under common
12 control with another individual or business. A person controls an entity if the person owns, directly or
13 indirectly, more than 10 percent of the voting securities of the entity. For the purposes of this definition
14 "voting security" means a security that (i) confers upon the holder the right to vote for the election of
15 members of the board of directors or similar governing body of the business or (ii) is convertible into,
16 or entitles the holder to receive, upon its exercise, a security that confers such a right to vote. A general
17 partnership interest shall be deemed to be a voting security.

18 "Best value," as predetermined in the solicitation, means the overall combination of quality, price,
19 and various elements of required services that in total are optimal relative to a public body's needs.

20 "Business" means any type of corporation, partnership, limited liability company, association, or sole
21 proprietorship operated for profit.

22 "Competitive negotiation" is a method of contractor selection that includes the following elements:

23 1. Issuance of a written Request for Proposal indicating in general terms that which is sought to be
24 procured, specifying the factors that will be used in evaluating the proposal and containing or
25 incorporating by reference the other applicable contractual terms and conditions, including any unique
26 capabilities or qualifications that will be required of the contractor.

27 2. Public notice of the Request for Proposal at least 10 days prior to the date set for receipt of
28 proposals by posting on the Department of General Services' central electronic procurement website or
29 other appropriate websites. Additionally, public bodies shall publish in a newspaper of general
30 circulation in the area in which the contract is to be performed so as to provide reasonable notice to the
31 maximum number of offerors that can be reasonably anticipated to submit proposals in response to the
32 particular request. Posting on the Department of General Services' central electronic procurement website
33 shall be required of any state public body. Local public bodies are encouraged to utilize the Department
34 of General Services' central electronic procurement website to provide the public with centralized
35 visibility and access to the Commonwealth's procurement opportunities. In addition, proposals may be
36 solicited directly from potential contractors.

37 3. a. Procurement of professional services. The public body shall engage in individual discussions
38 with two or more offerors deemed fully qualified, responsible and suitable on the basis of initial
39 responses and with emphasis on professional competence, to provide the required services. Repetitive
40 informal interviews shall be permissible. The offerors shall be encouraged to elaborate on their
41 qualifications and performance data or staff expertise pertinent to the proposed project, as well as
42 alternative concepts. In addition, offerors shall be informed of any ranking criteria that will be used by
43 the public body in addition to the review of the professional competence of the offeror. The Request for
44 Proposal shall not, however, request that offerors furnish estimates of man-hours or cost for services. At
45 the discussion stage, the public body may discuss nonbinding estimates of total project costs, including,
46 but not limited to, life-cycle costing, and where appropriate, nonbinding estimates of price for services.
47 Proprietary information from competing offerors shall not be disclosed to the public or to competitors.
48 At the conclusion of discussion, outlined in this subdivision, on the basis of evaluation factors published
49 in the Request for Proposal and all information developed in the selection process to this point, the
50 public body shall select in the order of preference two or more offerors whose professional qualifications
51 and proposed services are deemed most meritorious. Negotiations shall then be conducted, beginning
52 with the offeror ranked first. If a contract satisfactory and advantageous to the public body can be
53 negotiated at a price considered fair and reasonable, the award shall be made to that offeror. Otherwise,
54 negotiations with the offeror ranked first shall be formally terminated and negotiations conducted with
55 the offeror ranked second, and so on until such a contract can be negotiated at a fair and reasonable
56 price. Notwithstanding the foregoing, if the terms and conditions for multiple awards are included in the

57 Request for Proposal, a public body may award contracts to more than one offeror.

58 Should the public body determine in writing and in its sole discretion that only one offeror is fully
59 qualified, or that one offeror is clearly more highly qualified and suitable than the others under
60 consideration, a contract may be negotiated and awarded to that offeror.

61 A contract for architectural or professional engineering services relating to construction projects may
62 be negotiated by a public body, for multiple projects provided (i) the projects require similar experience
63 and expertise, (ii) the nature of the projects is clearly identified in the Request for Proposal, and (iii) the
64 contract term is limited to one year or when the cumulative total project fees reach the maximum cost
65 authorized in this paragraph, whichever occurs first. For state public bodies, such contract, except those
66 awarded for environmental, location, design and inspection work regarding highways and bridges by the
67 Commissioner of Highways may be renewable for four additional one-year terms at the option of the
68 public body. For local public bodies, including metropolitan planning organizations or planning district
69 commissions, such contract may be renewable for four additional one-year terms at the option of the
70 public body. Under such contract, ~~(a)~~ the fair and reasonable prices, as negotiated, shall be used in
71 determining the cost of each project performed, ~~(b)~~ (a) except for those awarded for environmental,
72 location, design and inspection work regarding highways and bridges by the Commissioner of Highways,
73 the sum of all projects performed in one contract term shall not exceed \$500,000 or, in the case of a
74 state agency, as defined in § 2.2-4347, such greater amount as may be determined by the Director of the
75 Department of General Services, not to exceed \$1 million, except that in any locality or any authority,
76 sanitation district, metropolitan planning organization or planning district commission with a population
77 in excess of 80,000, the sum of all such projects shall not exceed \$5 million *and those awarded for any*
78 *airport as defined in § 5.1-1 and aviation transportation projects, the sum of all such projects shall not*
79 *exceed \$1.5 million;* and ~~(c)~~ (b) except for those awarded for environmental, location, design and
80 inspection work regarding highways and bridges by the Commissioner of Highways or for architectural
81 and engineering services for rail and public transportation projects by the Director of the Department of
82 Rail and Public Transportation, the project fee of any single project shall not exceed \$100,000, *or for*
83 *architectural or engineering services for airports as defined in § 5.1-1 and aviation transportation*
84 *projects, the project fee of any single project shall not exceed \$500,000,* or, in the case of a state
85 agency, such greater amount as may be determined by the Director of the Department of General
86 Services not to exceed \$200,000, except that in any locality or any authority or sanitation district with a
87 population in excess of 80,000, such fee shall not exceed ~~\$1~~ \$2 million. Any unused amounts from the
88 first contract term shall not be carried forward to the additional term. Competitive negotiations for such
89 contracts may result in awards to more than one offeror provided (1) the Request for Proposal so states
90 and (2) the public body has established procedures for distributing multiple projects among the selected
91 contractors during the contract term. Notwithstanding any other provision in this section, for contracts
92 for environmental location, design and inspection work regarding highways and bridges by the
93 Commissioner of Highways, the initial contract term shall be limited to two years or when the
94 cumulative total project fees reach \$5 million, whichever occurs first. Such contract may be renewable
95 for two additional one-year terms at the option of the Commissioner, and the sum of all projects in each
96 one-year term shall not exceed \$5 million. For architectural and engineering services for rail and public
97 transportation projects by the Director of the Department of Rail and Public Transportation, the sum of
98 all projects in one contract term shall not exceed \$2 million and such contract may be renewable for
99 two additional one-year terms at the option of the Commissioner.

100 Multiphase professional services contracts satisfactory and advantageous to the Department of
101 Transportation for environmental, location, design and inspection work regarding highways and bridges
102 may be negotiated and awarded based on a fair and reasonable price for the first phase only, when
103 completion of the earlier phases is necessary to provide information critical to the negotiation of a fair
104 and reasonable price for succeeding phases.

105 Multiphase professional services contracts satisfactory and advantageous to a local public body,
106 including metropolitan planning organizations and planning district commissions, for environmental,
107 location, design and inspection work regarding construction of infrastructure projects may be negotiated
108 and awarded based on qualifications at a fair and reasonable price for the first phase only, when
109 completion of the earlier phases is necessary to provide information critical to the negotiation of a fair
110 and reasonable price for succeeding phases. Prior to the procurement of any such contract, the local
111 public body shall state the anticipated intended total scope of the project and determine in writing that
112 the nature of the work is such that the best interests of such public body require awarding the contract.

113 b. Procurement of other than professional services. Selection shall be made of two or more offerors
114 deemed to be fully qualified and best suited among those submitting proposals, on the basis of the
115 factors involved in the Request for Proposal, including price if so stated in the Request for Proposal.
116 Negotiations shall then be conducted with each of the offerors so selected. Price shall be considered, but
117 need not be the sole determining factor. After negotiations have been conducted with each offeror so

118 selected, the public body shall select the offeror which, in its opinion, has made the best proposal, and
 119 shall award the contract to that offeror. When the terms and conditions of multiple awards are so
 120 provided in the Request for Proposal, awards may be made to more than one offeror. Should the public
 121 body determine in writing and in its sole discretion that only one offeror is fully qualified, or that one
 122 offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated
 123 and awarded to that offeror.

124 "Competitive sealed bidding" is a method of contractor selection, other than for professional services,
 125 which includes the following elements:

126 1. Issuance of a written Invitation to Bid containing or incorporating by reference the specifications
 127 and contractual terms and conditions applicable to the procurement. Unless the public body has provided
 128 for prequalification of bidders, the Invitation to Bid shall include a statement of any requisite
 129 qualifications of potential contractors. When it is impractical to prepare initially a purchase description
 130 to support an award based on prices, an Invitation to Bid may be issued requesting the submission of
 131 unpriced offers to be followed by an Invitation to Bid limited to those bidders whose offers have been
 132 qualified under the criteria set forth in the first solicitation.

133 2. Public notice of the Invitation to Bid at least 10 days prior to the date set for receipt of bids by
 134 posting on the Department of General Services' central electronic procurement website or other
 135 appropriate websites. In addition, public bodies may publish in a newspaper of general circulation.
 136 Posting on the Department of General Services' central electronic procurement website shall be required
 137 of any state public body. Local public bodies are encouraged to utilize the Department of General
 138 Services' central electronic procurement website to provide the public with centralized visibility and
 139 access to the Commonwealth's procurement opportunities. In addition, bids may be solicited directly
 140 from potential contractors. Any additional solicitations shall include businesses selected from a list made
 141 available by the Department of Minority Business Enterprise.

142 3. Public opening and announcement of all bids received.

143 4. Evaluation of bids based upon the requirements set forth in the invitation, which may include
 144 special qualifications of potential contractors, life-cycle costing, value analysis, and any other criteria
 145 such as inspection, testing, quality, workmanship, delivery, and suitability for a particular purpose, which
 146 are helpful in determining acceptability.

147 5. Award to the lowest responsive and responsible bidder. When the terms and conditions of multiple
 148 awards are so provided in the Invitation to Bid, awards may be made to more than one bidder.

149 "Construction" means building, altering, repairing, improving or demolishing any structure, building
 150 or highway, and any draining, dredging, excavation, grading or similar work upon real property.

151 "Construction management contract" means a contract in which a party is retained by the owner to
 152 coordinate and administer contracts for construction services for the benefit of the owner, and may also
 153 include, if provided in the contract, the furnishing of construction services to the owner.

154 "Design-build contract" means a contract between a public body and another party in which the party
 155 contracting with the public body agrees to both design and build the structure, roadway or other item
 156 specified in the contract.

157 "Employment services organization" means an organization that provides employment services to
 158 individuals with disabilities that is an approved Commission on the Accreditation of Rehabilitation
 159 Facilities (CARF) accredited vendor of the Department for Aging and Rehabilitative Services.

160 "Goods" means all material, equipment, supplies, printing, and automated data processing hardware
 161 and software.

162 "Informality" means a minor defect or variation of a bid or proposal from the exact requirements of
 163 the Invitation to Bid, or the Request for Proposal, which does not affect the price, quality, quantity or
 164 delivery schedule for the goods, services or construction being procured.

165 "Multiphase professional services contract" means a contract for the providing of professional
 166 services where the total scope of work of the second or subsequent phase of the contract cannot be
 167 specified without the results of the first or prior phase of the contract.

168 "Nonprofessional services" means any services not specifically identified as professional services in
 169 the definition of professional services.

170 "Potential bidder or offeror" for the purposes of §§ 2.2-4360 and 2.2-4364 means a person who, at
 171 the time a public body negotiates and awards or proposes to award a contract, is engaged in the sale or
 172 lease of goods, or the sale of services, insurance or construction, of the type to be procured under the
 173 contract, and who at such time is eligible and qualified in all respects to perform that contract, and who
 174 would have been eligible and qualified to submit a bid or proposal had the contract been procured
 175 through competitive sealed bidding or competitive negotiation.

176 "Professional services" means work performed by an independent contractor within the scope of the
 177 practice of accounting, actuarial services, architecture, land surveying, landscape architecture, law,
 178 dentistry, medicine, optometry, pharmacy or professional engineering. "Professional services" shall also

179 include the services of an economist procured by the State Corporation Commission.

180 "Public body" means any legislative, executive or judicial body, agency, office, department, authority,
181 post, commission, committee, institution, board or political subdivision created by law to exercise some
182 sovereign power or to perform some governmental duty, and empowered by law to undertake the
183 activities described in this chapter. "Public body" shall include any metropolitan planning organization or
184 planning district commission which operates exclusively within the Commonwealth of Virginia.

185 "Public contract" means an agreement between a public body and a nongovernmental source that is
186 enforceable in a court of law.

187 "Responsible bidder" or "offeror" means a person who has the capability, in all respects, to perform
188 fully the contract requirements and the moral and business integrity and reliability that will assure good
189 faith performance, and who has been prequalified, if required.

190 "Responsive bidder" means a person who has submitted a bid that conforms in all material respects
191 to the Invitation to Bid.

192 "Reverse auctioning" means a procurement method wherein bidders are invited to bid on specified
193 goods or nonprofessional services through real-time electronic bidding, with the award being made to
194 the lowest responsive and responsible bidder. During the bidding process, bidders' prices are revealed
195 and bidders shall have the opportunity to modify their bid prices for the duration of the time period
196 established for bid opening.

197 "Services" means any work performed by an independent contractor wherein the service rendered
198 does not consist primarily of acquisition of equipment or materials, or the rental of equipment, materials
199 and supplies.