

SECTION 23

CONTRACT AWARD

23.1 AWARD SELECTION

- A. Offerors will be rank ordered. Selection shall be made of one (1) Offeror deemed to be the best for the project on the basis of the evaluation factors.
- B. A selection panel will review the proposals using written score sheets.

23.2 INTERVIEWS

- A. As the panel may require a personal interview with up to the *three (3) highest ranked* Offerors, the *date and time specified on Page 1* of this RFP shall be reserved for possible interviews. Interviews will be held at the Lorien Hotel located at 1600 King Street, Alexandria, Virginia 22314.
- B. The interview will provide an opportunity for the Offeror to clarify their proposal in response to questions from the Selection Committee. This is a fact-finding and explanation session only and does not include negotiation.
- C. As the interviews are *optional* for VRE, Offerors should treat their proposals as a final product.
- D. Firms short listed by VRE for advancement to the interview process shall be required to provide Letters of Conditional Approval from CSX Transportation Company and Norfolk Southern Corporation for the Contractor to operate VRE's trains on their respective railroads, using VRE's trackage agreements. A Letter of Conditional Approval from Amtrak must also be provided for the Contractor to operate VRE's trains on their property at Washington Union Terminal and the Ivy City Coach yard, using VRE's access agreements.
- E. Firms will be allowed to proceed through the interview process while letters are being obtained, with award contingent upon provision of this documentation.



23.3 NEGOTIATIONS

- A. Negotiations shall commence with the selected Offeror in order to achieve a binding price and agreement on Contract terms. If negotiations with the top-ranked Offeror are not successful, discussions will commence with the next highest ranked Offeror, and negotiations will continue in this manner until an agreement is reached.

23.4 NOTICE OF INTENT TO AWARD

In addition to any verbal notice that VRE may make to Offerors, proposal results will be posted on the VRE Website at www.vre.org. VRE will post the Notice of Intent to Award on its website for a minimum of ten (10) days. The Notice of Intent to Award shall not be construed as a “Notice-To-Proceed (NTP).”

23.5 NOTICE OF AWARD

- A. A Notice of Award will be posted on the VRE website at www.vre.org. The successful Offeror will be notified in writing.
- B. The award document will be a Contract incorporating by reference the Request for Proposals, Terms and Conditions, Contract Provisions, Scope of Services and the Contractor’s proposal as negotiated.
- C. VRE may cancel this RFP or reject proposals at any time prior to an award and is not required to furnish a statement of the reason why a particular proposal was not deemed to be the most advantageous (Code of Virginia, § 2.2-4359D).

