A bill to be entitled 1 2 An act relating to procurement; amending s. 287.056, F.S.; 3 deleting duplicative language relating to agency option to 4 purchase from a state contract; amending s. 287.057, F.S.; 5 revising provisions relating to procurement of commodities 6 or contractual services to make clarifying changes; 7 providing that preference in award be given to lowest 8 responsive bid; requiring certain information be included 9 in an invitation to negotiate; revising requirements for 10 avoidance, neutralization, or mitigation of potential 11 organizational conflicts of interest; amending s. 287.058, F.S.; removing duplicative language; making editorial 12 changes; amending s. 287.09431, F.S.; updating references 13 14 to the Department of Labor and Employment Security; 15 amending s. 287.09451, F.S.; removing references to the 16 Department of Labor and Employment Security; amending s. 287.0947, F.S.; removing a reference to the Department of 17 Labor and Employment Security; correcting a cross-18 19 reference; repealing s. 287.115, F.S., relating to the Chief Financial Officer providing an annual report; 20

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Be It Enacted by the Legislature of the State of Florida:

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Section 1. Section 287.056, Florida Statutes, is amended to read:

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repealing s. 403.7065, F.S., relating to procurement of

products or materials with recycled content; providing an

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effective date.

287.056 Purchases from purchasing agreements and state term contracts.—

- (1) Agencies shall, and eligible users may, purchase commodities and contractual services from purchasing agreements established and state term contracts procured, pursuant to s. 287.057, by the department. Each agency agreement made under this subsection shall include:
- (a) A provision specifying a scope of work that clearly establishes all tasks that the contractor is required to perform.
- (b) A provision dividing the contract into quantifiable, measurable, and verifiable units of deliverables that must be received and accepted in writing by the contract manager before payment. Each deliverable must be directly related to the scope of work and specify the required minimum level of service to be performed and the criteria for evaluating the successful completion of each deliverable.
- (2) Agencies may have the option to purchase commodities or contractual services from state term contracts procured, pursuant to s. 287.057, by the department.
- (2)(3) Agencies and eligible users may use a request for quote to obtain written pricing or services information from a state term contract vendor for commodities or contractual services available on state term contract from that vendor. The purpose of a request for quote is to determine whether a price, term, or condition more favorable to the agency or eligible user than that provided in the state term contract is available. Use of a request for quote does not constitute a decision or

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intended decision that is subject to protest under s. 120.57(3).

Section 2. Subsections (1) and (17) of section 287.057,

Florida Statutes, are amended to read:

287.057 Procurement of commodities or contractual services.—

- (1) The competitive solicitation processes authorized in this section shall be used for procurement of commodities or contractual services in excess of the threshold amount provided for CATEGORY TWO in s. 287.017. Any competitive solicitation shall be made available simultaneously to all vendors, must include the time and date for the receipt of bids, proposals, or replies and of the public opening, and must include all contractual terms and conditions applicable to the procurement, including the criteria to be used in determining acceptability and relative merit of the bid or, proposal, and the criteria to be used in determining the responsiveness of the expression.
- (a) Invitation to bid.—The invitation to bid shall be used when the agency is capable of specifically defining the scope of work for which a contractual service is required or when the agency is capable of establishing precise specifications defining the actual commodity or group of commodities required.
 - 1. All invitations to bid must include:
- a. A detailed description of the commodities or contractual services sought; and
- b. If the agency contemplates renewal of the contract, a statement to that effect.
- 2. Bids submitted in response to an invitation to bid in which the agency contemplates renewal of the contract must

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include the price for each year for which the contract may be renewed.

- 3. Evaluation of bids shall include consideration of the total cost for each year of the contract, including renewal years, as submitted by the vendor, with preference in award being given to the lowest responsive bid determined to meet the requirements and criteria set forth in the invitation to bid.
- (b) Request for proposals.—An agency shall use a request for proposals when the purposes and uses for which the commodity, group of commodities, or contractual service being sought can be specifically defined and the agency is capable of identifying necessary deliverables. Various combinations or versions of commodities or contractual services may be proposed by a responsive vendor to meet the specifications of the solicitation document.
- 1. Before issuing a request for proposals, the agency must determine and specify in writing the reasons that procurement by invitation to bid is not practicable.
 - 2. All requests for proposals must include:
- a. A statement describing the commodities or contractual services sought;
- b. The relative importance of price and other evaluation criteria; and
- c. If the agency contemplates renewal of the contract, a statement to that effect.
- 3. Criteria that will be used for evaluation of proposals shall include, but are not limited to:
 - a. Price, which must be specified in the proposal;

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- b. If the agency contemplates renewal of the contract, the price for each year for which the contract may be renewed; and
- c. Consideration of the total cost for each year of the contract, including renewal years, as submitted by the vendor.
- 4. The contract shall be awarded by written notice to the responsible and responsive vendor whose proposal is determined in writing to be the most advantageous to the state, taking into consideration the price and other criteria set forth in the request for proposals. The contract file shall contain documentation supporting the basis on which the award is made.
- (c) Invitation to negotiate.—The invitation to negotiate is a solicitation used by an agency which is intended to determine the best method for achieving a specific goal or solving a particular problem and identifies one or more responsive vendors with which the agency may negotiate in order to receive the best value.
- 1. Before issuing an invitation to negotiate, the head of an agency must determine and specify in writing the reasons that procurement by an invitation to bid or a request for proposal is not practicable.
- 2. The invitation to negotiate must describe the questions being explored, the facts being sought, and the specific goals or problems that are the subject of the solicitation.
- 3. The criteria that will be used for determining the responsiveness acceptability of the reply and guiding the selection of the vendors with which the agency will negotiate must be specified. If the agency contemplates renewal of the contract, that fact must be stated in the invitation to

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negotiate as well as a requirement that the reply must include the price for each year for which the contract may be renewed.

- 4. The agency shall evaluate replies against all evaluation criteria set forth in the invitation to negotiate in order to establish a competitive range of replies reasonably susceptible of award. The agency may select one or more vendors within the competitive range with which to commence negotiations. After negotiations are conducted, the agency shall award the contract to the responsible and responsive vendor that the agency determines will provide the best value to the state, based on the selection criteria.
- 5. The contract file for a vendor selected through an invitation to negotiate must contain a short plain statement that explains the basis for the selection of the vendor and that sets forth the vendor's deliverables and price, pursuant to the contract, along with an explanation of how these deliverables and price provide the best value to the state.
- (17) (a) 1. Each agency must avoid, neutralize, or mitigate significant potential organizational conflicts of interest before a contract is awarded. If an agency identifies such conflict, the agency may request the vendor to propose a mitigation plan with its response to a competitive solicitation. If the agency elects to mitigate the significant potential organizational conflict or conflicts of interest, a an adequate mitigation plan shall be developed. The plan shall include, including organizational, physical, and electronic barriers, shall be developed.
 - 2. If a conflict cannot be avoided or mitigated, an agency

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may proceed with the contract award if the agency head certifies that the award is in the best interests of the state. The agency head must specify in writing the basis for the certification.

- (b)1. An agency head may not proceed with a contract award under subparagraph (a)2. if a conflict of interest is based upon the vendor gaining an unfair competitive advantage.
- 2. An unfair competitive advantage exists when the vendor competing for the award of a contract obtained access to information that is not available to the public or source selection information that is relevant to the contract but is not available to all competitors and such information would assist the vendor in obtaining the contract:
- a. Access to information that is not available to the public and would assist the vendor in obtaining the contract; or
- b. Source selection information that is relevant to the contract but is not available to all competitors and that would assist the vendor in obtaining the contract.
- (c) Unless a mitigation plan is developed as provided in paragraph (a), a person who receives a contract that has not been procured pursuant to subsections (1)-(3) to perform a feasibility study of the potential implementation of a subsequent contract or to develop a program for implementation is not eligible to contract with the agency for any other contracts pertaining to that specific subject matter, and any firm in which such person has any interest is not eligible to receive such contract.
- (d) A person who participates in the drafting of a solicitation or who develops a program for future

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implementation, is not eligible to contract with the agency for any other contracts dealing with that specific subject matter, and any firm in which such person has any interest is not eligible to receive such contract.

- (e) The prohibitions provided in this subsection do

 However, this prohibition does not prevent a vendor who responds
 to a request for information from being eligible to contract
 with an agency.
- Section 3. Subsection (1) of section 287.058, Florida Statutes, is amended to read:
 - 287.058 Contract document.-
- (1) (a) Every procurement of contractual services in excess of the threshold amount provided in s. 287.017 for CATEGORY TWO, except for the providing of health and mental health services or drugs in the examination, diagnosis, or treatment of sick or injured state employees or the providing of other benefits as required by the provisions of chapter 440, shall be evidenced by a written agreement embodying all provisions and conditions of the procurement of such services, which shall, where applicable, include, but not be limited to, a provision:
- $\frac{1.(a)}{}$ That bills for fees or other compensation for services or expenses be submitted in detail sufficient for a proper preaudit and postaudit thereof.
- $\underline{2.(b)}$ That bills for any travel expenses be submitted in accordance with s. 112.061. A state agency may establish rates lower than the maximum provided in s. 112.061.
- 3.(c) Allowing unilateral cancellation by the agency for refusal by the contractor to allow public access to all

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documents, papers, letters, or other material made or received by the contractor in conjunction with the contract, unless the records are exempt from s. 24(a) of Art. I of the State Constitution and s. 119.07(1).

- $\underline{4.}$ (d) Specifying a scope of work that clearly establishes all tasks the contractor is required to perform.
- 5. (e) Dividing the contract into quantifiable, measurable, and verifiable units of deliverables that must be received and accepted in writing by the contract manager before payment. Each deliverable must be directly related to the scope of work and specify the required minimum level of service to be performed and criteria for evaluating the successful completion of each deliverable.
- $\underline{6.(f)}$ Specifying the criteria and the final date by which such criteria must be met for completion of the contract.
- 7.(g) Specifying that the contract may be renewed for a period that may not exceed 3 years or the term of the original contract, whichever period is longer, specifying the renewal price for the contractual service as set forth in the bid, proposal, or reply, specifying that costs for the renewal may not be charged, and specifying that renewals shall be contingent upon satisfactory performance evaluations by the agency and subject to the availability of funds. Exceptional purchase contracts pursuant to s. 287.057(3)(a) and (c) may not be renewed.
- 8.(h) Specifying the financial consequences that the agency must apply if the contractor fails to perform in accordance with the contract.

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- 9.(i) Addressing the property rights of any intellectual property related to the contract and the specific rights of the state regarding the intellectual property if the contractor fails to provide the services or is no longer providing services.
- (b) In lieu of a written agreement, the department may authorize the use of a purchase order for classes of contractual services, if the provisions of subparagraphs 1.-9. paragraphs (a)-(i) are included in the purchase order or solicitation. The purchase order must include, but need not be limited to, an adequate description of the services, the contract period, and the method of payment. In lieu of printing the provisions of paragraphs (a)-(i) in the contract document or purchase order, agencies may incorporate the requirements of paragraphs (a)-(i) by reference.

Section 4. Section 287.09431, Florida Statutes, is amended to read:

287.09431 Statewide and interlocal agreement on certification of business concerns for the status of minority business enterprise.—The statewide and interlocal agreement on certification of business concerns for the status of minority business enterprise is hereby enacted and entered into with all jurisdictions or organizations legally joining therein. If, within 2 years from the date that the certification core criteria are approved by the <u>Department of Management Services</u> Department of Labor and Employment Security, the agreement included herein is not executed by a majority of county and municipal governing bodies that administer a minority business

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assistance program on the effective date of this act, then the Legislature shall review this agreement. It is the intent of the Legislature that if the agreement is not executed by a majority of the requisite governing bodies, then a statewide uniform certification process should be adopted, and that said agreement should be repealed and replaced by a mandatory state government certification process.

ARTICLE I

PURPOSE, FINDINGS, AND POLICY.-

- (1) The parties to this agreement, desiring by common action to establish a uniform certification process in order to reduce the multiplicity of applications by business concerns to state and local governmental programs for minority business assistance, declare that it is the policy of each of them, on the basis of cooperation with one another, to remedy social and economic disadvantage suffered by certain groups, resulting in their being historically underutilized in ownership and control of commercial enterprises. Thus, the parties seek to address this history by increasing the participation of the identified groups in opportunities afforded by government procurement.
- (2) The parties find that the State of Florida presently certifies firms for participation in the minority business assistance programs of the state. The parties find further that some counties, municipalities, school boards, special districts, and other divisions of local government require a separate, yet similar, and in most cases redundant certification in order for businesses to participate in the programs sponsored by each

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government entity.

- (3) The parties find further that this redundant certification has proven to be unduly burdensome to the minority-owned firms intended to benefit from the underlying purchasing incentives.
 - (4) The parties agree that:
- (a) They will facilitate integrity, stability, and cooperation in the statewide and interlocal certification process, and in other elements of programs established to assist minority-owned businesses.
- (b) They shall cooperate with agencies, organizations, and associations interested in certification and other elements of minority business assistance.
- (c) It is the purpose of this agreement to provide for a uniform process whereby the status of a business concern may be determined in a singular review of the business information for these purposes, in order to eliminate any undue expense, delay, or confusion to the minority-owned businesses in seeking to participate in the minority business assistance programs of state and local jurisdictions.

328 ARTICLE II

DEFINITIONS.—As used in this agreement and contracts made pursuant to it, unless the context clearly requires otherwise:

(1) "Awarding organization" means any political subdivision or organization authorized by law, ordinance, or agreement to enter into contracts and for which the governing body has entered into this agreement.

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- (2) "Department" means the <u>Department of Management</u>

 <u>Services</u> Department of Labor and Employment Security.
- (3) "Minority" means a person who is a lawful, permanent resident of the state, having origins in one of the minority groups as described and adopted by the <u>Department of Management Services</u> Department of Labor and Employment Security, hereby incorporated by reference.
- (4) "Minority business enterprise" means any small business concern as defined in subsection (6) that meets all of the criteria described and adopted by the <u>Department of Management Services</u> Department of Labor and Employment Security, hereby incorporated by reference.
- (5) "Participating state or local organization" means any political subdivision of the state or organization designated by such that elects to participate in the certification process pursuant to this agreement, which has been approved according to s. 287.0943(3) and has legally entered into this agreement.
- (6) "Small business concern" means an independently owned and operated business concern which is of a size and type as described and adopted by vote related to this agreement of the commission, hereby incorporated by reference.

356 ARTICLE III

STATEWIDE AND INTERLOCAL CERTIFICATIONS.-

(1) All awarding organizations shall accept a certification granted by any participating organization which has been approved according to s. 287.0943(3) and has entered into this agreement, as valid status of minority business

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362 enterprise.

- (2) A participating organization shall certify a business concern that meets the definition of minority business enterprise in this agreement, in accordance with the duly adopted eligibility criteria.
- (3) All participating organizations shall issue notice of certification decisions granting or denying certification to all other participating organizations within 14 days of the decision. Such notice may be made through electronic media.
- (4) No certification will be granted without an onsite visit to verify ownership and control of the prospective minority business enterprise, unless verification can be accomplished by other methods of adequate verification or assessment of ownership and control.
- (5) The certification of a minority business enterprise pursuant to the terms of this agreement shall not be suspended, revoked, or otherwise impaired except on any grounds which would be sufficient for revocation or suspension of a certification in the jurisdiction of the participating organization.
- (6) The certification determination of a party may be challenged by any other participating organization by the issuance of a timely written notice by the challenging organization to the certifying organization's determination within 10 days of receiving notice of the certification decision, stating the grounds therefor.
- (7) The sole accepted grounds for challenge shall be the failure of the certifying organization to adhere to the adopted criteria or the certifying organization's rules or procedures,

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or the perpetuation of a misrepresentation or fraud by the firm.

- (8) The certifying organization shall reexamine its certification determination and submit written notice to the applicant and the challenging organization of its findings within 30 days after the receipt of the notice of challenge.
- (9) If the certification determination is affirmed, the challenging agency may subsequently submit timely written notice to the firm of its intent to revoke certification of the firm.

398 ARTICLE IV

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APPROVED AND ACCEPTED PROGRAMS.—Nothing in this agreement shall be construed to repeal or otherwise modify any ordinance, law, or regulation of a party relating to the existing minority business assistance provisions and procedures by which minority business enterprises participate therein.

404 ARTICLE V

TERM.—The term of the agreement shall be 5 years, after which it may be reexecuted by the parties.

407 ARTICLE VI

AGREEMENT EVALUATION.—The designated state and local officials may meet from time to time as a group to evaluate progress under the agreement, to formulate recommendations for changes, or to propose a new agreement.

412 ARTICLE VII

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OTHER ARRANGEMENTS.—Nothing in this agreement shall be construed to prevent or inhibit other arrangements or practices of any party in order to comply with federal law.

ARTICLE VIII

EFFECT AND WITHDRAWAL.-

- (1) This agreement shall become effective when properly executed by a legal representative of the participating organization, when enacted into the law of the state and after an ordinance or other legislation is enacted into law by the governing body of each participating organization. Thereafter it shall become effective as to any participating organization upon the enactment of this agreement by the governing body of that organization.
- (2) Any party may withdraw from this agreement by enacting legislation repealing the same, but no such withdrawal shall take effect until one year after the governing body of the withdrawing party has given notice in writing of the withdrawal to the other parties.
- (3) No withdrawal shall relieve the withdrawing party of any obligations imposed upon it by law.

433 ARTICLE IX

FINANCIAL RESPONSIBILITY.-

(1) A participating organization shall not be financially responsible or liable for the obligations of any other participating organization related to this agreement.

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(2) The provisions of this agreement shall constitute neither a waiver of any governmental immunity under Florida law nor a waiver of any defenses of the parties under Florida law. The provisions of this agreement are solely for the benefit of its executors and not intended to create or grant any rights, contractual or otherwise, to any person or entity.

ARTICLE X

VENUE AND GOVERNING LAW.—The obligations of the parties to this agreement are performable only within the county where the participating organization is located, and statewide for the Office of Supplier Diversity, and venue for any legal action in connection with this agreement shall lie, for any participating organization except the Office of Supplier Diversity, exclusively in the county where the participating organization is located. This agreement shall be governed by and construed in accordance with the laws and court decisions of the state.

ARTICLE XI

CONSTRUCTION AND SEVERABILITY.—This agreement shall be liberally construed so as to effectuate the purposes thereof. The provisions of this agreement shall be severable and if any phrase, clause, sentence, or provision of this agreement is declared to be contrary to the State Constitution or the United States Constitution, or the application thereof to any government, agency, person, or circumstance is held invalid, the validity of the remainder of this agreement and the

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applicability thereof to any government, agency, person, or circumstance shall not be affected thereby. If this agreement shall be held contrary to the State Constitution, the agreement shall remain in full force and effect as to all severable matters.

- Section 5. Paragraphs (h) and (o) of subsection (4) of section 287.09451, Florida Statutes, are amended to read: 287.09451 Office of Supplier Diversity; powers, duties,
- (4) The Office of Supplier Diversity shall have the following powers, duties, and functions:
- (h) To develop procedures to investigate complaints against minority business enterprises or contractors alleged to violate any provision related to this section or s. 287.0943, that may include visits to worksites or business premises, and to refer all information on businesses suspected of misrepresenting minority status to the Department of Management Services for investigation. When an investigation is completed and there is reason to believe that a violation has occurred, the Department of Labor and Employment Security shall refer the matter shall be referred to the office of the Attorney General, Department of Legal Affairs, for prosecution.
- (o)1. To establish a system to record and measure the use of certified minority business enterprises in state contracting. This system shall maintain information and statistics on certified minority business enterprise participation, awards, dollar volume of expenditures and agency goals, and other appropriate types of information to analyze progress in the

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and functions.-

access of certified minority business enterprises to state contracts and to monitor agency compliance with this section. Such reporting must include, but is not limited to, the identification of all subcontracts in state contracting by dollar amount and by number of subcontracts and the identification of the utilization of certified minority business enterprises as prime contractors and subcontractors by dollar amounts of contracts and subcontracts, number of contracts and subcontracts, minority status, industry, and any conditions or circumstances that significantly affected the performance of subcontractors. Agencies shall report their compliance with the requirements of this reporting system at least annually and at the request of the office. All agencies shall cooperate with the office in establishing this reporting system. Except in construction contracting, all agencies shall review contracts costing in excess of CATEGORY FOUR as defined in s. 287.017 to determine if such contracts could be divided into smaller contracts to be separately solicited and awarded, and shall, when economical, offer such smaller contracts to encourage minority participation.

- 2. To report agency compliance with the provisions of subparagraph 1. for the preceding fiscal year to the Governor and Cabinet, the President of the Senate, and the Speaker of the House of Representatives, and the secretary of the Department of Labor and Employment Security on or before February 1 of each year. The report must contain, at a minimum, the following:
 - a. Total expenditures of each agency by industry.
 - b. The dollar amount and percentage of contracts awarded

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to certified minority business enterprises by each state agency.

- c. The dollar amount and percentage of contracts awarded indirectly to certified minority business enterprises as subcontractors by each state agency.
- d. The total dollar amount and percentage of contracts awarded to certified minority business enterprises, whether directly or indirectly, as subcontractors.
- e. A statement and assessment of good faith efforts taken by each state agency.
- f. A status report of agency compliance with subsection(6), as determined by the Minority Business Enterprise Office.
- Section 6. Subsections (1), (3), (4), (5), and (6) of section 287.0947, Florida Statutes, are amended to read:
- 287.0947 Florida Advisory Council on Small and Minority Business Development; creation; membership; duties.—
- Management Services the Department of Labor and Employment
 Security may create the Florida Advisory Council on Small and
 Minority Business Development with the purpose of advising and
 assisting the secretary in carrying out the secretary's duties
 with respect to minority businesses and economic and business
 development. It is the intent of the Legislature that the
 membership of such council include practitioners, laypersons,
 financiers, and others with business development experience who
 can provide invaluable insight and expertise for this state in
 the diversification of its markets and networking of business
 opportunities. The council shall initially consist of 19
 persons, each of whom is or has been actively engaged in small

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and minority business development, either in private industry, in governmental service, or as a scholar of recognized achievement in the study of such matters. Initially, the council shall consist of members representing all regions of the state and shall include at least one member from each group identified within the definition of "minority person" in s. 288.703(3), considering also gender and nationality subgroups, and shall consist of the following:

- (a) Four members consisting of representatives of local and federal small and minority business assistance programs or community development programs.
- (b) Eight members composed of representatives of the minority private business sector, including certified minority business enterprises and minority supplier development councils, among whom at least two shall be women and at least four shall be minority persons.
- (c) Two representatives of local government, one of whom shall be a representative of a large local government, and one of whom shall be a representative of a small local government.
- (d) Two representatives from the banking and insurance industry.
- (e) Two members from the private business sector, representing the construction and commodities industries.
- (f) The chairperson of the Florida Black Business Investment Board or the chairperson's designee.

A candidate for appointment may be considered if eligible to be certified as an owner of a minority business enterprise, or if

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otherwise qualified under the criteria above. Vacancies may be filled by appointment of the secretary, in the manner of the original appointment.

- (3) Within 30 days after its initial meeting, the council shall elect from among its members a chair and a vice chair.
- (3)(4) The council shall meet at the call of its chair, at the request of a majority of its membership, at the request of the commission or its executive administrator, or at such times as may be prescribed by rule, but not less than once a year, to offer its views on issues related to small and minority business development of concern to this state. A majority of the members of the council shall constitute a quorum.
- (4) The powers and duties of the council include, but are not limited to: researching and reviewing the role of small and minority businesses in the state's economy; reviewing issues and emerging topics relating to small and minority business economic development; studying the ability of financial markets and institutions to meet small business credit needs and determining the impact of government demands on credit for small businesses; assessing the implementation of s. 187.201(21) 187.201(22), requiring a state economic development comprehensive plan, as it relates to small and minority businesses; assessing the reasonableness and effectiveness of efforts by any state agency or by all state agencies collectively to assist minority business enterprises; and advising the Governor, the secretary, and the Legislature on matters relating to small and minority business development which are of importance to the international strategic planning

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and activities of this state.

(5)(6) On or before January 1 of each year, the council shall present an annual report to the secretary that sets forth in appropriate detail the business transacted by the council during the year and any recommendations to the secretary, including those to improve business opportunities for small and minority business enterprises.

- Section 7. Section 287.115, Florida Statutes, is repealed.
- Section 8. Section 403.7065, Florida Statutes, is
- 612 repealed.

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Section 9. This act shall take effect July 1, 2011.

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