

REQUEST FOR PROPOSAL

AFI-2026-125

Pest Control Services

Comprehensive Integrated Pest Management for Public Agencies Nationwide

Proposal Due Date:	May 11, 2026, 5:00 p.m. CT
RFP Issue Date:	March 27, 2026
RFP Number:	AFI-2026125
Key Contact:	AFI — Nicole Kenney, bids@transformgov.org

All questions and communications regarding this RFP must be submitted via the Indigo Procurement Portal as described in the "Questions and Communications" section. Direct email or phone contact will not be accepted as an official communication channel.

Lead Contracting Agency: Alliance for Innovation (AFI)	Cooperative Partner: Edge Public
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CALENDAR OF PROCESS

Please note that all dates are subject to change.

ACTIVITY	DATE
Issue RFP	March 27, 2026
Pre-Proposal Conference (optional and virtual)	April 14, 2026 11:00 a.m. CT Register Here for Meeting Link
Deadline for Written Questions (via Indigo Procurement Portal)	April 15, 2026 5:00 p.m. CT
Target Response to Written Questions	April 17, by 5:00 p.m. CT
Proposal Due Date	May 11, 2026, by 5:00 p.m. CT
Award	Target June 1, 2026

TO OFFERORS

1. Key Definitions

Master Agreement: The legal agreement executed between AFI and the awarded Offeror.

Supplier(s): Any provider of pest control services who, as a result of the competitive solicitation process, is awarded a Contract by AFI.

Days: Calendar days.

Offeror: A supplier submitting a proposal in response to a solicitation.

Integrated Pest Management (IPM): A science-based, environmentally sensitive approach to pest management that relies on a combination of practices to minimize risks to people, property, and the environment, using pesticides only as a last resort.

Participating Public Agency (PPA): Any government entity, educational institution, or nonprofit organization eligible to purchase under the resulting Master Agreement.

Service Location: Any facility, building, campus, or outdoor area belonging to or managed by a PPA where pest control services are to be performed.

Pest: Any organism including insects, rodents, birds, wildlife, and other fauna or flora that adversely affects public health, safety, property, or the environment.

Licensed Pest Control Operator (LPCO): An individual holding a valid, state-issued pest control operator license authorizing commercial pest management services.

Pesticide: Any substance or mixture of substances used to prevent, destroy, repel, or mitigate any pest, registered with the U.S. EPA under FIFRA.

Catalog Price: The Offeror's published retail or standard commercial price list from which cooperative discounts are applied.

2. Questions

Questions regarding this solicitation must be submitted in writing via the Indigo Procurement Portal at <https://indigo.bonfirehub.com> no later than the date and time specified in the Calendar of Process. All questions and answers will be posted publicly in the Files section of the RFP project. Offerors are responsible for reviewing the online portal for all questions and answers before submitting proposals. Oral communications concerning this RFP shall not be binding.

3. Communications with AFI

From the issuance of this RFP until the selection of Supplier, Offerors shall restrict all contact with AFI to the individual identified as Key Contact in the Calendar of Process. All communications, including questions, must be submitted via the Indigo Procurement Portal; direct email/phone contact with AFI personnel regarding this RFP is prohibited.

Offerors must not contact members of the Board of Directors, employees of AFI, or its agents or administrators. Contact with these individuals during the selection period may result in disqualification. The communication prohibition terminates when the Contract is recommended, considered at a public meeting, and awarded.

Prohibited communications include:

- Contact between an Offeror, lobbyist, or consultant and any Board member
- Contact between a Board member and any selection/evaluation committee member
- Contact between a Board member and any administrator or employee

Exceptions include:

- Communications with designated purchasing staff or legal counsel
- Current Supplier in normal course of business

- Presentations at duly noticed public meetings

4. Proposal Format

Sealed responses are required to be submitted electronically via the Indigo Procurement Portal(<https://indigo.bonfirehub.com>) for each requested item in the format specified. The proposal format should be organized clearly and aligned with the evaluation criteria as described in this RFP document. Physical paper, faxed, or emailed responses will not be accepted.

5. Disclosures

By signing the Offer and Contract Signature Form, Offeror affirms:

- No economic opportunity, gift, loan, gratuity, or favor has been or will be given to a public servant regarding this proposal.
- The proposal was developed independently, without collusion, favoritism, or unfair advantage.
- Offeror is not delinquent in applicable tax payments.
- The signer is authorized to bind the Offeror to the Contract.
- All personnel performing services hold valid, current pest control licenses as required in each applicable state.

6. Waiver

By submitting a proposal, Offeror waives claims against AFI, its directors, officers, trustees, or agents arising from evaluation, recommendation, or administration of any proposal; solicitation or proposal requirements; rejection of any proposal or part thereof; or award of a Contract. AFI is not liable for any costs incurred in responding to the RFP.

7. Conditions of Submitting Proposal

Submission confers no award or Contract rights. AFI reserves the right to reject any or all proposals, accept partial proposals, or select the most advantageous option. This RFP does not obligate AFI to award, negotiate, or execute a Contract.

8. Withdrawal of Proposals

Withdrawal prior to opening is permitted via the Indigo Procurement Portal. After opening, Offerors may withdraw proposals due to clerical errors if they provide written notice and supporting documents within three business days of acceptance notification.

SCOPE OF WORK

Overview

The Alliance for Innovation (AFI), as Lead Contracting Agency, is soliciting proposals from qualified Offerors to provide comprehensive Pest Control Services to Participating Public Agencies (PPAs) nationwide. AFI issues this solicitation in collaboration with Edge Public, serving as the Cooperative marketing Partner, whose role supports member entities by facilitating access to efficient, cost-effective procurement solutions.

The resulting Master Agreement will establish a comprehensive, competitively awarded cooperative contract enabling state and local governments, educational institutions, and nonprofit entities to efficiently procure professional pest control services. The cooperative contract eliminates the need for agencies to conduct repetitive, time-consuming solicitations for individual pest control engagements.

A core requirement of this contract is that all services be delivered in compliance with applicable federal, state, and local pesticide application laws and regulations, and in accordance with Integrated Pest Management (IPM) principles wherever practicable. Offerors must hold all required licenses and certifications in each state where services are provided.

Service Categories / Workstreams

AFI has organized the requested services into the following Workstreams. Offerors may propose on one or multiple Workstreams and should clearly identify which they are proposing. Multiple awards are anticipated.

Workstream 1 — General Pest Control (Interior & Exterior)

This Workstream covers recurring and on-demand interior and exterior pest control services for public facilities, including but not limited to:

- Control and elimination of common interior pests: cockroaches, ants, silverfish, earwigs, centipedes, flies, fleas, and stored-product pests
- Exterior perimeter treatments to prevent pest ingress
- Scheduled preventive treatments (monthly, quarterly, semi-annual, and annual service plans)
- Emergency / on-demand pest response with same-day or next-business-day availability
- Treatment of break rooms, kitchens, restrooms, storage areas, mechanical rooms, and office spaces
- Pre-treatment inspection reports and post-treatment service documentation
- IPM-compliant service protocols with written pest management plans
- Digital service logs and electronic report delivery

Workstream 2 — Rodent Control

This Workstream covers comprehensive rodent management services for public facilities and outdoor areas, including but not limited to:

- Inspection, identification, and assessment of rodent activity (mice, rats, voles, and other commensal rodents)
- Interior and exterior tamper-resistant bait station placement, maintenance, and monitoring
- Mechanical trap programs for rodent capture and elimination
- Entry point exclusion assessments and recommendations
- Exclusion installation services (door sweeps, wire mesh, expanding foam, and related rodent-proofing materials)
- Emergency rodent response for active infestations

- Rodent population monitoring with detailed trend reporting
- Sanitation and harborage reduction recommendations

Workstream 3 — Termite & Wood-Destroying Organism (WDO) Control

This Workstream covers detection, treatment, and preventive management of termites and other wood-destroying organisms, including but not limited to:

- Annual termite inspection and Wood-Destroying Organism (WDO) reports
- Subterranean termite treatment: liquid soil termiticides (non-repellent and repellent formulations)
- Termite bait station programs: installation, monitoring, and maintenance
- Drywood termite treatment: spot treatments, fumigation assessment and referral
- Formosan termite treatment where applicable
- Other wood-destroying insects: carpenter ants, carpenter bees, powderpost beetles, wood-boring beetles
- Moisture and conducive conditions reporting
- Renewable annual termite protection agreements with re-treatment guarantees

Workstream 4 — Bed Bug Control

This Workstream covers detection, treatment, and follow-up services for bed bug infestations in public facilities, including but not limited to:

- Canine bed bug detection inspection services
- Visual inspection and monitoring programs
- Chemical treatment protocols (residual insecticides, contact sprays, and mattress encasements)
- Heat treatment services for room-level or whole-building thermal remediation
- Cryogenic (freeze) treatment options
- Pre- and post-treatment preparation instructions and resident/staff communications
- Follow-up inspections and re-treatment guarantees
- Staff training on identification and early detection

Workstream 5 — Stinging Insect & Flying Pest Control

This Workstream covers management of stinging insects and flying pests at public facilities and outdoor spaces, including but not limited to:

- Identification, location, and removal of wasp, hornet, and yellow jacket nests
- Honeybee removal and safe relocation services (non-lethal preferred)
- Fly control programs for food service areas, transfer stations, and refuse areas
- Mosquito management programs: larviciding and adulticiding for public properties
- Tick management services for parks, recreational areas, and campus grounds
- No-see-um and midge control for outdoor public areas
- Integrated vegetation management recommendations as part of mosquito/tick programs

Workstream 6 — Wildlife & Nuisance Animal Management

This Workstream covers humane management and exclusion of nuisance wildlife that poses health or safety risks to public agency operations, including but not limited to:

- Wildlife inspection, identification, and damage assessment
- Humane live-trapping and relocation of nuisance animals (raccoons, opossums, squirrels, skunks, groundhogs, etc.)
- Bird management: exclusion netting, spikes, deterrents, and sonic devices for pigeons, starlings, sparrows, and geese
- Bat exclusion services with compliance with federal and state endangered species protections

- Mole and vole management for grounds and landscaped areas
- Armadillo, feral cat, and other regional wildlife management where applicable
- Regulatory permit management for protected species

Workstream 7 — Grounds & Outdoor Pest Management

This Workstream covers pest management services for exterior grounds, athletic fields, parks, and landscaped areas, including but not limited to:

- Fire ant control programs for grounds, athletic fields, and public parks
- Mole cricket and turf-damaging insect programs
- Grub and subsurface insect control
- Weed management support in integrated pest programs
- Vegetation management along fences, drainage areas, and infrastructure corridors
- Storm drain and catch basin mosquito larvicide treatments
- Outdoor biting insect (mosquito, tick, flea) control programs for parks and recreational areas

Workstream 8 — Fumigation & Specialty Services

This Workstream covers specialized fumigation and advanced treatment services for public facilities, including but not limited to:

- Structural fumigation (tent/tarp) for severe drywood termite or general pest infestations
- Commodity and stored-product pest fumigation
- Thermal remediation services for large-scale bed bug or insect infestations
- Vault and archive pest management for museum collections, libraries, and records facilities
- Organic and reduced-risk pesticide programs for sensitive facilities (schools, childcare, healthcare)
- IPM auditing and consulting services for agency pest management programs

LICENSING & REGULATORY COMPLIANCE REQUIREMENTS

Mandatory Licensing Requirements

All pest control services provided under this contract must be performed by or under the direct supervision of a Licensed Pest Control Operator (LPCO) holding a valid license in the state where services are rendered. Compliance with state licensing requirements is mandatory and non-negotiable. Offerors must demonstrate compliance through documentation of licenses held, service area coverage, and regulatory standing.

Required Licensing & Certification Documentation

Offerors must provide the following documentation confirming licensing and regulatory compliance:

- A listing of all states where the Offeror currently holds active commercial pest control operator licenses
- Copies of current state pest control operator licenses (or a signed attestation of current licensure with verification available upon request)
- Documentation of any required category endorsements (termite, fumigation, wildlife, wood-destroying organisms)
- SAM.gov registration number confirming active federal contractor status
- Evidence of compliance with FIFRA (Federal Insecticide, Fungicide, and Rodenticide Act) for all pesticide products used
- Documentation of applicator certifications for restricted-use pesticides (RUPs) where applicable
- National Pest Management Association (NPMA) membership or equivalent industry association membership
- GreenPro, QualityPro, or equivalent third-party quality and environmental certification (if held)
- Any EPA Safer Choice or other reduced-risk certification applicable to the Offeror's service lines

IPM Compliance Standards

All services delivered under this contract must adhere to Integrated Pest Management (IPM) principles as defined by the U.S. EPA. Offerors must demonstrate an IPM-first approach to service delivery, including:

- Written IPM service plans for each facility type (office buildings, schools, parks, transit facilities, etc.)
- Pest identification and threshold-based intervention protocols
- Preference for non-chemical control methods (exclusion, sanitation, mechanical traps) prior to pesticide application
- Selection of the least-hazardous effective pesticide when chemical intervention is required
- Documentation of all pesticide applications, including product name, EPA registration number, target pest, location, and quantity applied
- Staff communication protocols for pesticide applications in occupied facilities
- Annual IPM program review and update process

ABOUT THE ORGANIZATIONS

About AFI (Lead Contracting Agency)

The Alliance for Innovation (AFI) is a nonprofit association of governments dedicated to fostering innovation and excellence in local government. AFI is acting as a procurement cooperative to assist large and small communities in their purchasing efforts to enhance efficiencies and reduce costs. In addition, it is AFI's goal to ensure that, wherever possible, local companies have the opportunity to participate in the solicitation process.

AFI assists local governments in implementing innovative solutions to enhance efficiency, service delivery, and community impact. The organization emphasizes strategic thinking, emerging technologies, and best practices to equip PPAs with the knowledge and support to address evolving challenges. AFI offers various programs, including innovation academies, workshops, and a comprehensive knowledge network that allows local governments to share success stories and lessons learned. It hosts annual conferences and webinars that unite municipal leaders, industry experts, and academic researchers to explore trends in governance, sustainability, civic engagement, and operational improvements.

As Lead Contracting Agency for this solicitation, AFI will issue and administer the Master Agreement, conduct the competitive procurement process, and ensure the resulting cooperative contract meets applicable legal and regulatory requirements.

About Edge Public (Cooperative Partner)

Edge Public is a group purchasing organization dedicated to enhancing value and resources for state and local governments, higher education institutions, K-12 educational organizations, and non-profit entities. Edge Public delivers shared services and supply chain optimization solutions that support procurement operations across public and private sectors. Through corporate pricing structures and Supplier sales commitments, Edge Public extends marketing, sales, and administrative support to promote Supplier products and services to non-profit entities on a national scale. This targeted engagement allows PPAs to access competitive pricing driven by collective spending power and the convenience of pre-competed, publicly advertised contracts.

Edge Public is a wholly owned subsidiary of Buyers Edge Platform (BEP), the largest and most experienced procurement and data organization in the private sector globally. Leveraging BEP's expansive economies of scale, Edge Public provides participants with access to competitively solicited and publicly awarded cooperative agreements. This program is grounded in the lead agency contracting model, ensuring a transparent, efficient, and publicly vetted procurement process that meets most all regulatory requirements nationally.

About Civic Marketplace

Civic Marketplace is a next-generation digital procurement platform built in collaboration with local governments to simplify and modernize public purchasing. It offers a centralized, AI-powered hub where agencies can discover, compare, and procure from pre-vetted cooperative contracts—dramatically reducing time-to-implementation while ensuring full compliance with state and local bid laws.

The Master Agreement resulting from this solicitation will be made available through the Civic Marketplace platform, enabling Participating Public Agencies to efficiently identify, access, and utilize the cooperative contract in full compliance with applicable procurement laws.

National Contract

AFI, serving as the Lead Contracting Agency, has partnered with Edge Public to offer the resulting contract to municipal agencies and nonprofits nationwide through Edge Public's group purchasing organization program. AFI projects the value of the contract to be in excess of \$10 million annually.

While no minimum purchase volume is guaranteed, the estimated annual procurement volume for pest control services is expected to exceed that volume based on current annual procurement patterns of AFI member locations combined with a targeted marketing strategy focused on local government entities operating across states nationwide.

CONTRACT TERMS AND CONDITIONS

Contract Objectives

AFI’s objective is to establish a comprehensive, competitively awarded cooperative contract for pest control services that enables Participating Agencies to efficiently procure professional, licensed pest management services. The contract is intended to:

- Reduce procurement lead times through a pre-competed, ready-to-use cooperative agreement
- Provide access to qualified, licensed pest control providers operating across the United States
- Deliver cost-effective, transparent pricing through a standardized rate structure
- Ensure compliance with applicable state and federal pesticide application laws
- Support agencies of all sizes — from small municipalities to large counties, universities, and school districts
- Promote Integrated Pest Management principles and reduced-risk pest management strategies

Contract Term

Awarded contract(s) will be for five (5) years with the option to renew for two (2) additional years. The initial contract term will commence upon execution of the contract. Contract renewal will occur with mutual agreement of the successful Supplier.

Contract Parameters

CONTRACT PARAMETER	VALUE
Maximum Annual Contract Value	Potential of \$10–15 million annually
Contract Term	5 years + 2-year renewal option

Exclusivity

AFI anticipates considerable activity resulting from this RFP award; however, no commitment of any kind is made concerning actual quantities to be acquired. Any contract resulting from this solicitation shall be awarded with the understanding that it is for the sole convenience of the purchaser. The agencies reserve the right to obtain similar services from another source.

Anticipated Award

To cover the diverse service categories required by municipalities and public agencies, AFI may make multiple awards to different Suppliers by Workstream. Awards may be made to suppliers specializing in specific pest management categories to achieve the most competitive pricing and broadest service availability for Participating Public Agencies.

MARKETING, SALES, AND ADMINISTRATIVE SUPPORT

Dedicated Support

Edge Public will assign a marketing professional as the Supplier’s main point of contact, responsible for managing the relationship and developing a strategy to promote the Master Agreement. This director will facilitate connections with key Edge Public teams, including Sales, Marketing, Contracting, Training, and Operations & Support.

Marketing Initiatives

Edge Public’s marketing team will collaborate with the Supplier to promote the Master Agreement through (not all inclusive):

- Marketing materials (print, electronic, email, presentations)
- Online ordering portal promotions and digital presence
- Trade shows, conferences, and public sector meetings
- Advertising campaigns targeting public procurement professionals
- Social media outreach to local government networks

Administrative Fee

The “Administrative Fee” is a payment owed by the Supplier to Edge Public, calculated as a percentage of the total purchase amount paid to the Supplier, excluding taxes, refunds, and returns. This fee applies to all sales made to the Lead Contracting Agency and Participating Public/Non-Profit Agencies under the Master Agreement.

CONTRACT YEAR	ADMINISTRATIVE FEE	APPLICABILITY
Term of Contract and Renewals	3%	All Contract Sales

The parties may agree in writing to a lower Administrative Fee for a specific Participating Lead Public Agency’s Contract Sales.

Contract Sales Reporting

The Supplier must submit an electronic accounting report each month, summarizing all Contract Sales. Reports must be formatted as prescribed by Edge Public. Reports for each calendar month are due by the 10th day of the following month. Failure to submit a report on time is considered a material breach of this agreement.

RFP PROCESS

Questions

Questions regarding this RFP shall be submitted IN WRITING via <https://indigo.bonfirehub.com> no later than the date and time specified in the RFP. Only answers issued in writing by AFI will be considered official and valid.

Addenda

All addenda issued by AFI shall become a part of the specifications. Addenda will be posted in the RFP Files section on <https://indigo.bonfirehub.com>. No addenda will be issued later than five (5) days prior

to the date and time for receipt of RFPs, except an addendum withdrawing the request or one that includes postponement of the receipt date.

Review and Award Process

AFI requires that any response to this solicitation be valid and irrevocable for sixty (60) days after the official opening date. AFI may choose to use any available resource to review and evaluate proposals, including reference checks, review of industry data, site visits, and Supplier presentations.

AFI reserves the right to:

- Ask for presentations or service demonstrations from any Supplier regarding its proposal
- Discuss, clarify, or update any proposal with any Supplier reasonably susceptible of award
- Shortlist proposals under consideration at any time
- Award this contract without discussion with any responding Supplier
- Accept any or all proposals in whole or in part, and waive irregularities
- Reject the proposal of any respondent who has previously failed to perform similar contracts satisfactorily

PROPOSAL EVALUATION

AFI will review and evaluate all proposals and make a recommendation to the Board of Directors for award of contracts. Proposals will be evaluated by the following selection criteria:

CRITERIA	EVALUATION WEIGHT
Agreement to Meet Minimum Requirements	Pass/Fail
Proposal Forms Completed	Pass/Fail
Company Qualifications, Experience & References	20
Licensing, Regulatory Compliance & IPM Program Quality	20
Pricing — Service Rate Structure & Discount	35
Service Breadth & Geographic Coverage	15
References & Past Performance (public agency clients)	10
TOTAL	100

EVALUATION SECTION 1: COMPANY QUALIFICATIONS AND EXPERIENCE

Company Overview

Provide a brief description of your company, including years in business, ownership structure, geographic service area(s), and primary service lines relevant to pest control services for public agencies.

Operational Credentials

Describe in detail your company's operational structure. Include:

- Company headquarters location and regional office/branch locations

- Number of certified/licensed technicians and supervisors by region
- Description of in-house service capabilities vs. subcontracted services
- Technology platform used for service scheduling, reporting, and customer communication
- Quality control processes, technician training programs, and inspection procedures
- Certifications held (QualityPro, GreenPro, NPMA membership, ISO, SAM.gov registration, SDVOSB, MBE, WBE, etc.)

Government Experience

Describe your experience delivering pest control services to government entities. Provide a minimum of five (5) government contracts performed within the past seven (7) years. For each, describe:

- Agency name, contact, and phone number
- Contract value and duration
- Types of services provided (general pest, rodent, termite, bed bug, wildlife, grounds, etc.)
- Number and types of facilities serviced
- Any cooperative purchasing contract experience (GSA, NASPO, state contracts, GPOs)

Geographic Coverage

Describe your company's ability to provide services nationally. Identify the states where you currently hold active pest control operator licenses, your branch or service location network, and any geographic limitations. Describe your standard response time commitments for scheduled and emergency services by region.

EVALUATION SECTION 2: LICENSING, COMPLIANCE & IPM

Licensing Documentation

Provide documentation of all active state pest control operator licenses held. For each state, identify:

- State name and license number(s)
- License categories and endorsements held (general pest, termite, fumigation, wildlife, etc.)
- License expiration date(s)
- Designated qualifying agent or responsible applicator in each state

Regulatory Compliance

Describe your company's processes for maintaining regulatory compliance across multi-state operations. Address:

- License renewal tracking and compliance management processes
- Restricted-use pesticide (RUP) applicator certification and recordkeeping
- FIFRA compliance and EPA registration verification for all products used
- State-specific notification and posting requirements for pesticide applications
- Spill, incident, and complaint response protocols
- Training requirements for all technicians (initial and continuing education)

Integrated Pest Management Program Description

Provide a detailed written description of your Integrated Pest Management (IPM) program. Your description must address:

- IPM program philosophy and core principles applied in service delivery
- Pest inspection, identification, and monitoring protocols

- Action threshold policies (when chemical vs. non-chemical intervention is used)
- Non-chemical control methods utilized: exclusion, sanitation, mechanical traps, habitat modification
- Pesticide selection criteria: preference for EPA Safer Choice, reduced-risk, or minimum-risk formulations
- Communication protocols for pesticide applications in occupied facilities (schools, government offices, etc.)
- Sample IPM service plan for a government office building
- Sample IPM service plan for a school or childcare facility
- Annual service review and program update process

EVALUATION SECTION 3: Pricing — SERVICE RATE STRUCTURE & DISCOUNT

Pricing Explanation

Under this cooperative contract, pricing will be established as a standardized service rate schedule with cooperative discounts applied. Offerors must submit their current commercial rate schedule as part of their proposal and provide the proposed discount percentage for each service category.

The rate schedule must represent the Offeror's standard commercial pricing. Discounts must be equal to or better than pricing offered to any other cooperative program with equal or lower estimated volume.

Required Pricing Submissions

SERVICE CATEGORY	UNIT OF MEASURE	STANDARD RATE	DISCOUNT % OFF
General Pest Control — Monthly Service (up to 5,000 sq ft)	Per Visit	\$_____	_____%
General Pest Control — Monthly Service (5,001–25,000 sq ft)	Per Visit	\$_____	_____%
General Pest Control — Monthly Service (25,001+ sq ft)	Per Visit	\$_____	_____%
Rodent Control — Initial Setup & Baiting Program	Per Location	\$_____	_____%
Rodent Control — Monthly Monitoring & Service	Per Visit	\$_____	_____%
Rodent Exclusion — Assessment & Installation	Per Project	\$_____	_____%
Termite Inspection & WDO Report	Per Inspection	\$_____	_____%
Subterranean Termite Treatment — Liquid	Per Linear Foot	\$_____	_____%
Termite Bait Station — Installation & Annual Monitoring	Per Station/Year	\$_____	_____%

Bed Bug Inspection (Canine or Visual)	Per Inspection	\$ _____	_____ %
Bed Bug Treatment — Chemical (per room)	Per Room	\$ _____	_____ %
Bed Bug Treatment — Heat Remediation (per room)	Per Room	\$ _____	_____ %
Mosquito Treatment — Grounds (per acre)	Per Acre/Visit	\$ _____	_____ %
Tick Control — Grounds (per acre)	Per Acre/Visit	\$ _____	_____ %
Stinging Insect Removal	Per Nest/Visit	\$ _____	_____ %
Wildlife Trapping & Removal	Per Animal/Visit	\$ _____	_____ %
Bird Exclusion — Netting, Spikes, Deterrents	Per Project	\$ _____	_____ %
Fire Ant Control — Grounds (per acre)	Per Acre/Visit	\$ _____	_____ %
Emergency / On-Demand Response	Per Hour	\$ _____	_____ %
IPM Consulting & Program Audit	Per Day	\$ _____	_____ %

In addition to the above, Offerors must provide:

- A complete current rate schedule or service catalog as an attachment
- Proposed pricing for after-hours, weekend, and holiday emergency service premiums
- Proposed pricing for freight, materials, and ancillary supply charges (bait stations, traps, etc.)
- Minimum service commitment terms for recurring service programs
- Volume discount tiers (if applicable) for multi-facility or high-volume accounts

Price Guarantee

Will your proposed rates be guaranteed for the initial term of the contract? If not, describe any escalation controls or adjustment mechanisms proposed. Price adjustments, if any, shall require a minimum of 90 days written notice to AFI and shall not exceed the Consumer Price Index (CPI) for the applicable service category.

Most Favored Public Pricing

Confirm that your proposed pricing represents pricing equal to or better than what your firm offers to individual entities or other cooperative programs with equal or lower anticipated volume.

EVALUATION SECTION 4: SERVICE BREADTH & GEOGRAPHIC COVERAGE

Standard Service Catalog

Describe the breadth of your standard service offering. Provide a complete service catalog and clearly identify which services are available in all states vs. limited geographic regions.

Specialty Service Capabilities

Describe your capabilities for delivering specialty pest control services to government agencies. Address the following:

- Bed bug heat treatment availability and capacity
- Structural fumigation capabilities and licensed fumigators on staff
- Canine detection services for bed bugs and/or termites
- Wildlife management licensing and permitted trappers by state
- Drone or remote sensing capabilities for grounds pest management
- Organic and reduced-risk pesticide program options
- School IPM compliance programs (where applicable by state law)
- Healthcare facility pest management expertise (Joint Commission standards, infection control)

Facility Type Experience

Identify the facility types where your company currently provides pest control services to public agencies. Describe your specialized knowledge and protocols for each relevant facility type:

- Government office buildings and courthouses
- K-12 schools and educational facilities
- Community colleges and universities
- Public housing and affordable housing complexes
- Transit facilities (bus depots, rail stations, maintenance facilities)
- Parks, recreational facilities, and athletic complexes
- Libraries, community centers, and cultural facilities
- Public safety facilities (police stations, fire stations, emergency operations centers)
- Water treatment and utility facilities
- Food service and fleet maintenance facilities

Technology & Reporting Platform

Describe the technology platform(s) your company uses to manage service delivery and reporting. Address the following:

- Digital service ticket and scheduling system used
- Electronic service reports: format, delivery method, and turnaround time
- Customer portal or dashboard access for PPAs to view service history and reports
- Pesticide application recordkeeping and reporting capabilities
- QR code or NFC-enabled service station monitoring
- Mobile app capabilities for technicians
- Integration capabilities with public agency work order and CMMS systems

EVALUATION SECTION 5: REFERENCES AND PAST PERFORMANCE

Provide a minimum of three (3) public agency references for pest control service contracts completed within the past five (5) years. References must be from government clients. For each reference, provide:

- Agency name
- Contact name, title, phone number, and email address

- Contract value and duration
- Types of services provided and facility types covered
- Number of facilities and geographic scope of services

AFI reserves the right to contact references at any time during the evaluation process. References with unresolved disputes, negative feedback, or inability to confirm satisfactory performance may result in disqualification.

In addition to your references, AFI will also research your performance ratings on a third-party platform, Procurated (<https://home.procurated.com/>), that collects public sector reviews of suppliers. Your score will be considered in addition to the qualitative feedback provided by your references. If you are not yet listed on Procurated, we strongly encourage you to register on their site and ask your past public sector customers to write reviews of their experiences working with you.

Acknowledge that AFI may also review performance on Procurated (or similar), and describe any steps you take to track and ensure customer satisfaction.

INSURANCE REQUIREMENTS

Offerors must maintain the following minimum insurance coverage throughout the term of the contract. Certificates of insurance must be provided prior to contract execution and must name AFI and the participating agency as additional insureds.

INSURANCE TYPE	MINIMUM LIMITS
Commercial General Liability	\$1,000,000 per occurrence / \$2,000,000 aggregate
Automobile Liability	\$1,000,000 combined single limit
Workers' Compensation	Statutory limits per applicable state law
Employers' Liability	\$500,000 per accident
Pollution Liability / Pesticide Applicator Liability	\$1,000,000 per occurrence
Umbrella / Excess Liability	\$2,000,000 per occurrence / aggregate

GENERAL TERMS AND CONDITIONS

Compliance with Laws

The Supplier shall comply with all applicable federal, state, and local laws, regulations, and ordinances, including but not limited to: FIFRA, state pesticide application laws, OSHA safety standards, EPA worker protection standards, state pest control licensing requirements, and applicable environmental protection regulations. All services shall be performed in accordance with label directions for all pesticides applied.

Environmental & Health Compliance

Suppliers must comply with all applicable environmental and public health regulations, including EPA's Worker Protection Standard (WPS) for pesticide applicators, applicable stormwater and runoff protection requirements, and state-specific notification and re-entry interval requirements. Suppliers

must maintain Material Safety Data Sheets (SDS) for all products used and provide them to PPAs upon request.

Non-Discrimination

Supplier shall not discriminate against any employee or applicant for employment because of race, color, religion, sex, national origin, age, disability, or any other protected characteristic. Supplier shall ensure that subcontractors comply with this requirement.

Small and Diverse Business Participation

AFI encourages and values the participation of small businesses, minority-owned businesses, woman-owned businesses, veteran-owned businesses, and service-disabled veteran-owned businesses in this program. Offerors should describe their firm's small and diverse business status (if applicable) and their approach to subcontracting with small and diverse businesses.

Background Checks & Security

Suppliers must comply with all background screening requirements imposed by Participating Public Agencies, including but not limited to criminal background checks, sex offender registry checks, and drug screening requirements. All technicians entering secured government facilities must be able to pass applicable security screenings. Suppliers must notify PPAs of any changes in technician assignments at least 24 hours in advance where practicable.

Public Records

All proposals and the basis for the selection of a successful respondent will be made available as part of the public record upon award. Proposals become property of AFI and will be made part of the permanent, public record. Requests for confidentiality that do not comply with applicable public information act requirements will not be considered.

Termination

AFI reserves the right to terminate the Master Agreement for convenience upon thirty (30) days written notice. AFI may terminate the agreement immediately for cause, including but not limited to: material breach, failure to maintain required insurance or licenses, loss of pest control operator license in applicable state(s), or failure to perform in accordance with contract requirements.

Governing Law

This agreement shall be governed by the laws of the state of the participating agency issuing each individual purchase order, without regard to conflicts of law provisions. Disputes shall be resolved in accordance with the dispute resolution procedures set forth in the Master Agreement.

Order of Precedence

In the event of a conflict between documents, the following order of precedence shall apply: (1) Purchase Order; (2) Master Agreement; (3) RFP and Addenda; (4) Offeror's Proposal.

APPENDICES

Appendix A — Offer and Contract Signature Form

Pass/Fail Proposal Form – required to be signed and uploaded.

Appendix B — Terms and Conditions Acceptance Form

Pass/Fail Proposal Form – required to be signed and uploaded.

Appendix C —Disclosures Federal/NJ

Pass/Fail Proposal Form – required to be signed and uploaded.

Appendix D — Sample Supplier Agreement (Edge Public Cooperative Program)

Only required to upload if proposed changes to terms. Submit proposed redlines as part of proposal. If no proposed redlines submitted with proposal, standard terms as written are agreed upon (no file uploaded).

Appendix E — Licensing Certification Form

Pass/Fail Form - certifying active pest control operator licenses in all states where services will be provided]

Appendix F — Contract Sales Report Template

Example attached.

Appendix G — Insurance Certificate Requirements

Pass/Fail Proposal Form - Upload certificate of insurance confirming policy meets or exceeds requirements as stated in RFP.

Appendix H — Sample IPM Service Plan Template

Example attached — Including government office, school/childcare, and outdoor/grounds service plan templates.

Appendix I — Pesticide Application Record Form

Example attached - standard pesticide application log required for all services under this contract.

Appendix J – AFI Master Agreement

Only required to upload if proposed changes to terms. Submit proposed redlines as part of proposal. If no proposed redlines submitted with proposal, standard terms as written are agreed upon (no file uploaded).