

# Huron Valley Schools Graduation Photography Services



*Serving the school portrait  
and yearbook market for  
over 50 years!*

Contact your local representative  
and find out what HR Imaging  
can do for you.



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Sales Consultant

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**HR Imaging Partners, Inc.**  
[hrimaging.com](http://hrimaging.com)

Illinois - Indiana - Iowa - Michigan - Minnesota - Missouri - Ohio - Wisconsin

## Our Mission Statement

A family-owned Midwest company focused on creating innovative portrait products for schools and families, with a guarantee of quality and complete satisfaction. We are committed every day to serve both our customers and employees with trust, honesty, and respect.



Life's a moving picture.  
WE capture it BEST!

We Proudly Partner with: **pictavo** yearbook software.

Dance Portraits   Class Groups   Composites   Yearbook Candid's  
School Portraits   Yearbooks   ID Cards   Sports Portraits



## RESOURCES AT YOUR FINGERTIPS!

### PHONE

school help 815.433.1885  
scheduling@hrimaging.com  
parent help 815.433.1766  
custserv@hrimaging.com

### ONLINE

[myschool.hrimaging.com](http://myschool.hrimaging.com)  
Your school's online link to keep you informed  
[shop.hrimaging.com](http://shop.hrimaging.com)  
Prepay, order, reorder and view candid images

## CONTACT

**HR IMAGING PARTNERS** [hrimaging.com](http://hrimaging.com)  
4105 Progress Drive, Ottawa, IL 61350 815.433.1869



# Bidder Responses to Scope of Work and Pricing

## 1.1 Minimum Mandatory Requirements

1.) HR Imaging has been engaged in the business of providing Graduation Photography Services for the past 20 years. We currently provide these services to over 90 schools in eight midwestern states.

2.) Links to the images of each graduate will be sent to the parent e-mail address(es) provided to us by the District, prior to the day of the ceremony. All subsequent orders will be mailed to students' homes.

3.) HR Imaging currently provides services within sections 4, 5, 6, 7, 8, 9, & 10, as described on the map in Appendix A.

## 1.5 Service Capabilities

1.5.1 HR Imaging will ensure the highest level of communication with the district, schools, and parents of Huron Valley Schools. District and School communications will be handled by your Sales Representative (Nikki Gurke) and Support Representative (Lindsay Kelm). Communication with parents will be accommodated by our Customer Service Department, which is fully staffed, year round.

1.5.2 Your Sales Representative will be Nikki Gurke, our local representative in Eastern Michigan. Lindsay Kelm, the School Support Representative for Michigan, as well as our IT, ID, Yearbook, and Customer Service Departments will also be available to assist with specific issues and inquiries as needed.

1.6 HR Imaging provides two paths for Customer Service. School needs are handled through our School Support Department, and in the case of Huron Valley Schools, will be handled directly by Lindsay Kelm.

Parent needs are handled through our Customer Service Department, that handles all questions, order assistance, and refund issues.

Both departments are staffed year round, and our open 8-5, Monday thru Friday. We aim to have all inquiries responded to the same day they are received.

## 1.8

- All products encompassed within this proposal will ship to students' homes within 10 business days of their order being placed.
- The only costs associated with our products are the package pricing described, paid by those families choosing to order. There is no cost to the

# Bidder Responses to Scope of Work and Pricing, ctd.

## (1.8 ctd)

- Links to the images of each graduate will be sent to the parent e-mail address(es) provided to us by the District, prior to the day of the ceremony. All subsequent orders will be mailed to students' homes.
- HR Imaging accepts credit/debit cards, same as cash, with no additional processing fees.
- All products described in this RFP will be delivered to students' homes via UPS.

## 1.9

- District and School communications will be handled by your Sales Representative (Nikki Gurke) and Support Representative (Lindsay Kelm). Communication with parents will be accommodated by our Customer Service Department, which is fully staffed, year round.
- All HR Imaging Staff will check-in, and identify themselves (all staff wear ID badges) upon arrival.
- All product deliveries are made to students' homes via UPS.

## 1.10

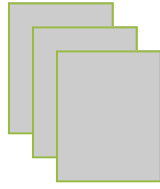
- Acknowledged and agreed to.
- Acknowledged and agreed to.

## 1.11

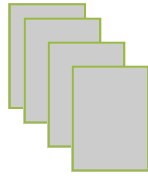
- Please see the page following for all pricing details.

# Diploma Ceremony

## PACKAGE A



3-8x10



4-5x7



4-3½x5



2 Photo Magnets



OUR PRICE \$75.00

Retouching  
And  
Digital Download  
Included

## PACKAGE B



2-8x10



4-5x7



4-3½x5

OUR PRICE \$60.00

## PACKAGE C



1-8x10



2-5x7



4-3½x5

OUR PRICE \$45.00

## PACKAGE S



Digital Download of Image  
with copyright release

OUR PRICE \$35.00

## Add-On Options

Option 1	1 8x10	\$20
Option 2	1 5x7	\$14
Option 3	2 3.5x5	\$14
Option 4	4 2.5x3.5	\$14
Option 5	2 4x5 Magnets	\$20
Option 6	2 5x7	\$20
Option 7	16 Announcement Cards	\$25
Option 8	1 8x10 Canvas Print	\$35
Option R	Digital Retouching	\$12

Pricing includes mailing of packages to homes

HR Imaging Partners, Inc. has pledged to keep your student's personal information safe.



## About the Student Privacy Pledge

The Student Privacy Pledge safeguards student privacy regarding the collection, maintenance, and use of student personal information.

## K-12 School Service Provider Pledge to Safeguard Student Privacy

As a Signatory of the Student Privacy Pledge, HR Imaging is honored to be entrusted by educators and families to support their educational needs and school operations. School service providers take responsibility to both support the effective use of student information and safeguard student privacy and information security.

School service providers support schools – including their teachers, students and parents – to manage student data, carry out school operations, support instruction and learning opportunities, and develop and improve products/services intended for educational/school use. In doing so, it is critical that schools and school service providers build trust by effectively protecting the privacy of student information and communicating with parents about how student information is used and safeguarded.

We pledge to carry out responsible stewardship and appropriate use of student personal information according to the commitments set forth by the pledge and in adherence to all laws applicable to us as school service providers.

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shop  
online  
today  
at

Whenever we are at your school, your school can be at **shop.hrimaging.com.**



My Orders Sign Out



NOTE:  
The images you are viewing have not been corrected for color or density. All finished portraits and downloads have color and density finishing.



RFP #HV-915-110124

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REQUEST FOR PROPOSAL

FOR

GRADUATION PHOTOGRAPHY SERVICES

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## BID SUMMARY

Commodity/Service Being Requested: Graduation Photography Services

Type of Solicitation: Request for Qualifications (RFQ) - Huron Valley Schools, in partnership with the Michigan Association of Counties (MAC) bid program, is implementing a Graduation Photography Services program statewide throughout Michigan. School districts and other public entities across the state have been requesting a contract vehicle be put in place that makes the purchase of Graduation Photography Services affordable and easy to order.

Through this process, it is the goal of Huron Valley Schools to competitively pre-qualify and establish a list of contractors that will provide graduation photography services for the next three to five years. The resulting contract(s) will enable public municipalities, non-profit organizations, and school districts to **“piggyback” and purchase on an as-needed basis** from the awarded pool of contractors. Please be sure in your proposal to list the areas of the state where you provide services (Refer to Appendix A).

Type of Resulting Contract: Statewide Cooperative Contract - As a result of this RFQ, Huron Valley Schools will work with the Michigan Association of Counties to market and extend the resulting contract to other government municipalities and school districts statewide.

Resulting Contract Term: Three (3) years with two (2) one-year renewal options.

TIMETABLE	
Release of RFQ:	November 19, 2024
Due Date for Receipt of Questions:	November 26, 2024
Questions and Answers Posted:	December 3, 2024
Proposals Due by (10:00 AM/ EST) *:	December 17, 2024
Notice to Award:	January 2025
Master Agreement Award Date:	January 2025

\*Responses received later than the specified deadline will be disqualified.

Contacts with Huron Valley Schools Personnel: All contact with Huron Valley Schools regarding this RFQ or any matter relating thereto must be sent to the following email: [schubel@macservcorp.com](mailto:schubel@macservcorp.com)



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Solicitation Terms and Conditions – HVS/MAC Master Agreement Template: [Business Office | \(hvs.org\)](https://hvs.org/BusinessOffice)



## SECTION 1.0 – BIDDER RESPONSES TO SCOPE OF WORK AND PRICING

### 1.1 Minimum Mandatory Requirements

All Bids will be reviewed for compliance with the mandatory requirements. Bids deemed non-responsive will be eliminated from further consideration.

1. **Proposer must have three (3) years' experience, within the last five (5) years,** in providing Graduation Photography Services equivalent or similar to that being requested by Huron Valley Schools as described herein.
2. Please include in your proposal a description of your organization's ordering and delivery services.
3. Provide pricing to Huron Valley Schools/MAC cooperative members on a wide range of Graduation Photography Services.

*Proposer Response:*

***Please enter your responses in the "Proposer Response" text boxes provided. There is no requirement or limitation on the number of words for your responses.***

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### 1.2 Product and Service Categories

Huron Valley Schools, in partnership with the MAC Cooperative, is seeking a provider that has the depth, breadth, and quality of resources necessary to provide graduation photography services at various locations. The provider must demonstrate a level of expertise, technical knowledge, innovation, and overall capacity for graduation photography services. The provider needs to be capable of delivering a comprehensive range of high-quality products and services to meet the diverse needs of our educational institutions and other partner entities across Michigan. Huron Valley Schools is also interested in the introduction of products that will offer Huron Valley Schools/MAC Cooperative members a wide range of solutions. The district is looking for a dynamic supplier partner that will adapt with the changing needs of our ordering entities to assist them in finding new products and savings.

Huron Valley Schools will be conducting commencement ceremonies at three (3) locations:

- Lakeland High School - Sunday, June 1, 2025 at 1:00 pm in the Lakeland High School Field House located at 1630 Bogie Lake Road, White Lake, MI 48383.  
Approximate Number of Graduates - 264.
- Milford High School - Sunday, June 1, 2025 at 4:00 pm in the Milford High School Field House located at 2380 South Milford Road, Highland, MI 48357

Approximate number of Graduates - 296.

- Harbor High School/HVS Adult Education - Wednesday, June 4, 2025 at 7:00 pm in the Milford High School Center for Performing Arts located at 2380 South Milford Road, Highland, MI 48357.

Approximate Number of Graduates - 125.

The number of people seated on stage at each location could be up to 30 people and will include the Huron Valley Board of Education, Central Office Administration Team, and Leadership Team.

Provider will perform the following services:

- The vendor will provide a sufficient number of trained professional photographers, support staff, and all required equipment, back-up equipment, and supplies. The photographers must dress appropriately for the occasion.
- At graduation ceremonies, photograph each student twice as he or she receives his or her diploma. Take 2-3 photographs of each guest speaker, valedictorian, and salutatorian.
- There will be five to six speakers at each commencement and 2-3 photographs should be taken of each speaker.
- Participate in pre-commencement activities/rehearsals as requested. Photographers are welcome to join each rehearsal to see how commencement ceremonies take place at each location. The rehearsal and set-up schedule for each location is as follows:
  - Lakeland High School
    - Rehearsal will take place on Wednesday, May 28, 2025 at 7:30 am.
    - Contact: Libby Held, Principal and Michelle Ward, Building Coordinator at 248-676-8320.
  - Milford High School
    - Rehearsal will take place on Friday, May 30, 2025 at 8:00 am.
    - Contact: Keven McKenna, Principal and Harmony Hannachi, Building Coordinator at 248-684-8091.
  - Harbor High School/HVS Adult Education
    - Rehearsal will take place Tuesday, June 3, 2025 at 6:30 pm.
    - Contact: Ben Dowker, Principal at 248-676-8421 and Harmony Hannachi, MHS Building Coordinator at 248-684-8091.
- Pre-commencement/rehearsal set-up schedule. Set-up appropriate meetings with designated representatives and review logistics for each pre-commencement ceremony at least 48 - 72 hours in advance of the pre-commencement/rehearsal ceremony. Details should include arrival time, specific set-up, end time, and other details outlined by the designated representative.
- Commencement set-up schedule the day of graduation for each ceremony location.
  - Set-up time is up to the vendor's photographers, but photographers should be ready to take pictures at least 30 minutes before each ceremony begins.
  - Lakeland High School

- Graduates enter from both sides of the front of the Field House and go to the back of the floor seats and come down two center rows to their seats.
- Graduates enter on the right side of the stage, shaking all the board **members' hands and exit on the left side of the stage.**
- Milford High School
  - Graduates enter from the back right of the Field House and go down the middle aisle to their seats.
  - **Graduates enter the left side of the stage, shaking all the board members' hands and exit on the right side of the stage.**
- Harbor High School/HVS Adult Education
  - Graduates enter from the back left of the theater and go to their seats in the front rows.
  - Graduates enter on the right side of the stage, shaking all the board **members' hands and exit on the left side of the stage.**

#### Staffing

- Contractor will provide a minimum number of staff at each location (photographers, support staff, and lead contact). The vendor will send the name of the primary point of contact no later than two weeks prior to the event.
- Five to six photographers will be needed at each location.
- Each location for photos at each commencement location will be the following:
  - Aisle - 2 photographers
  - Stage - 2 to 3 photographers
  - Step and Repeat After Stage - 1 photographer

#### Services with Respect to Proofs and Photographs

- The vendor will provide a price list for color prints and packages that will be offered to students and speakers. Vendors may also provide as part of their proposal any fees, compensation, or commissions, being included as part of the proposal.
- Proofs should be made available to the graduates and speakers with the option to purchase copies of photos. Huron Valley Schools will not be involved in the selling of photographs.
- The vendor can communicate with the individual schools contacts on how to provide the link to the graduates and speakers.

#### Scope of Services:

- Depth, Breadth, and Quality: HVS/MAC Cooperative is looking for provider(s) with the capacity to offer a wide array of graduation photography services, ensuring that our schools and partner entities have access to the services necessary to provide a high-quality photographic product.





- Innovative Solutions: HVS/MAC Cooperative is interested in suppliers who can introduce new products and solutions that enhance efficiency, safety, and cost-effectiveness for its cooperative members.
- Dynamic Partnership: HVS/MAC Cooperative is seeking supplier partners(s) who can adapt to evolving needs and collaborate closely with our districts and ordering entities to identify opportunities for product innovation and cost savings.

Our Cooperative Partners: Our partner entities include school districts, counties, townships, cities, and non-profit organizations throughout Michigan.

We encourage a diverse range of providers to submit bids, regardless of the size of their product offerings.

If you believe your company can meet our requirements and provide exceptional value to our cooperative members, we invite you to submit a proposal.

This solicitation will allow other government municipalities (County, township, and city), non-profit organizations, and school districts statewide to piggy back and purchase from this contract.

### 1.3 Product Specifications

#### 1.3.1 Reservation of Rights

Huron Valley Schools will evaluate the merits of all bids submitted and reserves the right, in its sole and absolute discretion, to accept or reject, in whole or in part, any or all bids or portions of bids with or without cause. Huron Valley Schools further reserves the right to waive any irregularity or informality in the RFQ process or any bid, and the right to award to one or multiple vendors. Huron Valley Schools reserves the right to add or delete services from the bid, extend agreements, or change vendors, in order to best serve the eligible agencies. These changes will follow approved bidding laws. Huron Valley Schools may use the product or service cost, or the sum of groups of products and/or services, may group similar products, and/or total cost of ownership, to evaluate prices and award bids. Huron Valley Schools reserves the right to request additional information from any or all Proposers. Huron Valley Schools also reserves the right to select one or more vendors to award a contract to under this RFQ. In the event a bid is accepted by Huron Valley Schools and the vendor asserts exceptions, special considerations or conditions after acceptance, Huron Valley Schools, in its sole and absolute discretion, reserves the right to reject the bid and award other Proposer(s).

Please confirm your understanding by checking Yes or No.

☒ Yes ☐ No

#### 1.3.2 Competition Promoted

The name of a model, manufacturer or brand in Huron Valley Schools bid documents shall not be considered as exclusive of other brands unless "NO SUBSTITUTE" is stated in the item description. Proposers may offer a variety of brands and models, as it is the intent of Huron Valley Schools to provide a multitude of options to the eligible agencies. Huron Valley Schools expects all

supplies, materials, equipment, or products bid to meet or exceed the specifications set forth in this RFQu. Further, it is Huron Valley Schools intent that this RFQu permit competition. Accordingly, the use of any patent, proprietary name or manufacturer's name is for demonstrative purposes only and is not intended to curtail competition. Whenever any supplies, materials, equipment, or products requested in this RFQu are specified by patent, proprietary name or by the name of the manufacturer, unless stated differently, such specification shall be considered as if followed by the words "or comparable equivalent," whether or not such words appear. Huron Valley Schools, in its sole and absolute discretion, shall have the right to determine if the proposed equivalent products/brands submitted by Proposer meet the specifications contained in this RFQu and possess equivalent and/or better qualities. It is the Proposer's responsibility to notify Huron Valley Schools in writing if any specifications or suggested comparable equivalent products/brands require clarification by Huron Valley Schools prior to the due date for bids.

Please confirm your understanding by checking Yes or No.

☒ Yes ☐ No

#### 1.4 Service Specifications

All services furnished must be in conformity with the participating agency requirements and specifications and will be subject to acceptance by the individual customers at delivery. The right is reserved to reject the service at the risk and expense of the vendor.

Please confirm your understanding by checking Yes or No.

☒ Yes ☐ No

##### 1.4.1 Contractor Code of Conduct

The purpose of the Huron Valley Schools and its employees is to provide a safe, positive learning environment for the students of the District. In providing that environment it is mandatory that all employees, visitors, and contractors follow certain levels of conduct, dress, and demeanor. This Code of Conduct outlines the expectations of the Huron Valley Schools for persons both contemplating performing work and performing work for Huron Valley Schools in the capacity of a contractor or subcontractor. These rules will become part of the mandatory working conditions of the contract and failure to comply by any contractor, subcontractor, management, employee, or contracted consultant may result in the cancellation of the contract. In general, it is expected that everyone entering a Huron Valley Schools facility, whether a school, support facility, or the surrounding grounds, must dress, act, and talk in a manner that is conducive to the education process of children while assuring their overall safety and security. The following rules have been established to assure that this is done:

Every contractor employee that enters or leaves the building must sign in and out at either the **school office or the building engineer's office as designated by the school administrator**. This sign-in sheet must record the name, time in and out, the firm, and the signature of the individual.

All contractors shall be furnished by their company a badge or identification that is to be worn **while in the building**. **Such identification shall clearly indicate the individual's name and the name of the firm they are working for.**

Prior to the beginning of a job, the contractor shall furnish the building engineer with a list of individuals expected to be on the job, contact persons with phone numbers, and a schedule of the activities to take place.

The contractor shall provide the building engineer with a scope of work and check with him prior to drilling or penetrating any walls, floors, or ceilings.

Each person working in a school building or on school property shall comply with the following:

No drinking or possession of liquor or alcoholic beverages and or possession of any kind of illicit drugs or narcotics.

No use of District facilities or equipment including telephone, computers, internet access, fax, kitchen, maintenance, or office equipment.

No smoking or use of any tobacco products anywhere within the building at any time nor outside the school on District property during normal school hours (This is a law and punishable as a civil infraction by local authorities).

A reasonable standard of dress must be followed. Within the educational facilities where students and parents are or can be present, this is to mean clothing or attire must be suitable for the work and must not bear images or writing depicting anything to be construed as obscene in nature or promoting or portraying alcoholic beverages or use, drugs, narcotics, tobacco or establishments that serve or promote the use of these substances.

There shall be no use of profanity or obscene language or gestures. Language, gestures, or other actions that depict sexual or ethnic harassment or intimidation will not be permitted.

The contractor is responsible for a clean and safe workplace. To that end the following will be adhered to:

All work areas, walkways, and stairs must be kept clear of debris and loosely scattered materials.

Material storage is to be in an area designated by the Building Engineer.

All work areas are to be cleaned by the contractor prior to leaving. Building staff will not be responsible for cleaning work areas.

All trash, debris, and material must be removed from the worksite each day and disposed of off-site. District dumpsters and trash containers are not to be used by contractors for disposal.

All contractor tools and equipment must be kept in good working order, with guards and safety devices in place and working. Defective tools must be taken out of service. District tools and equipment will not be loaned to contractors.

Contractors are to provide and use required protective safety equipment and comply with all local, state, and federal safety laws and regulations.

Contractors are responsible for the reporting of accidents both to the District and their management and to obtain any emergency treatment that may be required.

Upon leaving a jobsite all doors and windows must be locked, secured, or left as they were found prior to beginning the work.

Contractors are to provide their own site safety plan for areas that they are working in.

Contractors are reminded that there may be asbestos insulation in our buildings. They are not to disturb any insulation or enter any areas that contain asbestos containing building materials. If they have any questions, contact the building engineer for direction.

Contractor is not to disable or interfere with any fire or burglary system equipment or telephone lines servicing such equipment. If equipment needs to be removed, relocated, or temporarily disabled, the contractor needs to coordinate this with the building engineer.

The District will not tolerate acts of theft, vandalism, fighting, or abuse of the facilities or activities that threaten the security and safety of the school environment and its students, staff, and employees.

In summary, good judgment must be used to protect the learning environment. Failure to comply with the above or to exhibit conduct which is deemed not in the best interest of the Huron Valley Schools will be grounds for immediate removal from the building and the project.





Please confirm your understanding by checking Yes or No.

☒ Yes ☐ No

## 1.5 Service Capabilities

### 1.5.1 Communication Plan/Contract Management

Proposers shall identify their company standards of communication as they relate to contract performance, issue management, and change management. An issue is an identified event that, if not addressed, may affect schedule, scope, service, delivery, quality, or budget. A change is identified as a change in corporate leadership, structure, merger, or acquisition.

*Proposer Response:*

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### 1.5.2 Primary Account Representative

Proposers must identify by name and location the primary account representatives and key contacts who will be responsible for the performance of a resulting contract, as well as contact persons for reports and bid documents. Include names, titles, address, phone number, and email addresses.

*Proposer Response:*

--

## 1.6 Customer Service

It is preferred that the Vendor have an accessible customer service department with an individual specifically assigned to Huron Valley Schools. Customer inquiries should be responded to within 48 hours or two (2) business days unless it is an emergency issue. **Describe your company's Customer Service Department** (hours of operation, number and location of service centers, regular and emergency response times, etc.)

*Proposer Response:*

--

## 1.7 Purchase Orders

Requests for quotes will be initiated by participating entities as specific needs arise. Participating entities will issue individual detailed specifications to the pre-qualified vendor pool along with specific response information required, deliverables, and any special terms and conditions. The vendors will respond directly to the requesting agency within the timeframe specified in the request for quote. The participating entity will evaluate the responses and determine the vendor that will be awarded a purchase order (PO). Resulting orders are to be delivered and billed directly to these institutions.

Please confirm your understanding by checking Yes or No.

☒ Yes ☐ No

### 1.8 Delivery & Acceptance

The Proposer will be required to quote prices for all known costs for the requested products and services. Proposer should address the following items and costs in their proposal and other item/costs that they are aware of that may not have been requested in this bid.

- Time frames for delivery of products;
- Please give a description and the costs associated with products and the service model you recommend.
- What is your Ordering procedure and/or process?
- Policies and procedures for an organization accepting a delivery of service.

*Proposer Response:*

--

#### 1.8.1 Delivery Time Frames

If there are supplies, services, or regions of the state that might require a longer delivery timeframe, please denote in your response.

Please confirm your understanding by checking Yes or No.

☒ Yes ☐ No

#### 1.8.2 Reporting Capabilities

Contractors are required to submit quarterly sales reports and other reporting documents, as it pertains to this contract.

Please confirm your understanding by checking Yes or No.

☒ Yes ☐ No

#### 1.8.3 Shipping Errors

The receiving entities have been instructed to make immediate inspection on receipt of products/services and to process payment documents promptly. Payment documents, however, will be delayed if the products/services fail to comply with specification requirements.

Please confirm your understanding by checking Yes or No.

☒ Yes ☐ No

***If “NO” was answered on any items in Section 1.3.1, 1.3.2, 1.4, 1.4.1, 1.7, 1.8.1, 1.8.2, and 1.8.3, please explain:***

n/a
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### 1.9 Management and Staff

Proposer should address the following items in their proposal:

- Project Management of the contract;

- Staff and responsibilities;
- Process and procedures to keep safe and secure facilities when delivering product;
- **Please describe your company's background check process for delivery and maintenance personnel, if delivery is by a company other than UPS and Federal Express.**

*1.9 Proposer Response:*

--

1.10 Orders/Delivery Reporting/Customer Service

1. Generally

Purchase Orders will be initiated by participating agencies as specific needs arise. Participating agencies will issue individual detailed specifications with specific response information required, deliverables, and any special terms and conditions. The contractor will respond directly to the requesting agency within the timeframe specified by the participating agency.

2. Ordering Process Capabilities

Proposers shall identify their ordering/customer service capabilities. This includes having the capacity to receive orders electronically, by phone, facsimile, and by written order. A state-wide toll-free phone number for phone orders will be required. The Vendor agrees to have internal controls to ensure that authorized individuals place orders.

*1.10 Proposer Response:*

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1.11 Pricing Schedule

1. Price Guarantee

Price Stability Guarantee

For the first year of the Agreement, the vendor must guarantee to provide the products at the proposed rates. The vendor can propose price increases or decreases after the above stated time period.

Promotional Pricing

Proposer may offer promotional pricing for awarded products and/or services during the contract term. Upon promotion expiration, the pricing must return to previous item price and remain in compliance with the Price Stability Guarantee.

Free on Board (F.O.B) Delivered/Destination (Required)

Prices shall be quoted "F.O.B. Delivered/Destination" to each Customer with transportation charges prepaid on all orders of one (1) or more.

2. Bid Pricing

Bid pricing must reflect Net 30 payment terms.



### 3. Quantity Term

Vendor agrees to supply the complete quantity and products that each customer requires.

### 4. Rebates and Special Promotional Capabilities

All vendors are encouraged to make manufacturer promotions, rebates, and special pricing opportunities available. Huron Valley Schools must approve promotional materials referring to the Huron Valley/MAC Agreement prior to release. Huron Valley/MAC will post rebate and special pricing information on its web site.

Guidelines for Vendor /Contractor promotions for Huron Valley/MAC awarded items:

- A. Submit all promotions for approval
- B. Identify the savings amount
- C. Identify the final price
- D. Specify the time period in which a purchase must be made
- E. Identify the link to a rebate form (preferred) or provide the form

### 5. Tax Excluded from Price

(a) Sales Tax: Huron Valley and local units of government are exempt from sales tax for direct purchases. The Proposer's prices must not include sales tax.

(b) Federal Excise Tax: Huron Valley and local units of government may be exempt from Federal Excise Tax, or the taxes may be reimbursable, if articles purchased under any resulting Contract are used for Huron Valley Schools exclusive use. Certificates showing exclusive use for the purposes of substantiating a tax-free, or tax-reimbursable sale will be sent upon request. If a sale is tax exempt or tax reimbursable under the Internal Revenue Code, the Proposer's prices must not include the Federal Excise Tax.

### *Proposer Response:*

--

### 1.12 Price Assurance

The awarded vendor agrees to provide pricing to Huron Valley Schools and its participating entities ensuring the lowest pricing available. The awarded vendor agrees to promptly lower the cost of any product/service purchased through Huron Valley Schools following a reduction in the manufacturer or publisher's direct cost. If respondent has existing cooperative contracts in place, Huron Valley Schools requests equal or better than pricing to be submitted.

All pricing submitted to Huron Valley Schools shall include 2.0% administrative/remittance fee to be remitted to MAC **by the awarded vendor. It is the awarded vendor's responsibility to keep all product listings and sales reports up to date and on file with Huron Valley Schools/MAC.**



## SECTION 2.0 – BIDDER INFORMATION AND ACCEPTANCE

1. The undersigned declares that the bid documents, including, without limitation, any RFQu Addenda and Exhibits have been read.
2. The undersigned is authorized, offers, and agrees to furnish the articles and/or services specified in accordance with the Specifications, Terms & Conditions of the bid documents of RFP # HV-915-110124 Graduation Photography Services.
3. The undersigned has reviewed the bid documents and fully understands the requirements in this bid and that each bidder who is awarded a contract shall be, in fact, a prime contractor, not a subcontractor, and agrees that its bid, if accepted by Huron Valley Schools, will be the basis for the Bidder to enter into a contract with Huron Valley Schools in accordance with the intent of the bid documents.
4. The undersigned acknowledges receipt and acceptance of all addenda.
5. The undersigned agrees to the following terms, conditions, certifications, and requirements listed in Section 2.3:
  - Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion
  - Certification Regarding Nondiscrimination Under Federally and State Assisted Programs
  - Assurance Regarding Access to Records and Financial Statements
  - Iran Economic Sanctions Act
  - Price Assurance Certification
  - Familial Relationship Disclosure
  - Non-Collusion Affidavit
6. The undersigned acknowledges that bidder will be in good standing in the State of Michigan, with all the necessary licenses, permits, certifications, approvals, and authorizations necessary to perform all obligations in connection with this RFQu and associated bid documents.
7. It is the responsibility of each bidder to be familiar with all of the specifications, terms and conditions and, if applicable, the site condition. By the submission of a bid, the bidder certifies that if awarded a contract they will make no claim against Huron Valley Schools based upon ignorance of conditions or misunderstanding of the specifications.
8. Patent indemnity: Vendors who do business with the Huron Valley Schools shall hold Huron Valley Schools, its officers, agents and employees, harmless from liability of a nature or kind, including cost and expenses, for infringement or use of any patent, copyright or other proprietary right, secret process, patented or unpatented invention, article or appliance furnished or used in connection with the contract or purchase order.
9. Insurance certificates are not required at the time of submission. However, if awarded, the Contractor agrees to meet the minimum insurance requirements posted in the terms and

conditions. This documentation must be provided to Huron Valley Schools, prior to award, and shall include an insurance certificate and additional insured certificate, naming Huron Valley Schools, which meets the minimum insurance requirements, as stated in the terms and conditions.

10. Bidders are requested to submit a bid on any category(s) that they are able to supply as specified. **Substitutions will not be considered. If the documents note "or acceptable equal" all manufacturers will be considered. Products for consideration must comply with bid category "general notes" and identify discrepancies where product does not meet or exceed the specified (basis of design) product for design, finish, and quality.**
11. Should a Bidder find discrepancies in, or omissions from the specifications, details, instructions and bid proposal form, or should the bidder be in doubt as to the meaning, the bidder should notify, the bid contact who will send written instructions to all appropriate Bidders. The Owner shall not be responsible for any oral instructions.
12. It is the Bidder's responsibility to note any detail or specification that, in his opinion, is not practical or functional.
13. Interpretations and supplemental instructions will be issued by Addenda. No Bidder shall rely on any interpretations or corrections given by any other method. Interpretations, corrections, or changes of the Bidding Documents made in any other manner will not be binding.
14. Copies of addenda will be made available for inspection wherever Bidding Documents are posted.
15. Addenda will not be issued later than three (3) days, (72 hrs.) prior to the date of receipt of bids (excluding weekends and holidays), except an addendum withdrawing the request for bids or postponing the bid date.
16. Submit requests for clarification or interpretation of the Bidding Documents in writing on **bidder's** letterhead stationery, pdf format. The cut-off date for submission of clarifications, interpretations, ambiguities, inconsistencies, and or errors discovered is November 26, 2024.
17. Failure of Bidder to receive such addenda shall not relieve him from any obligation under his bid as submitted.
18. Failure to comply with instructions stated in this section may result in rejection of bid.
19. After a contract agreement has been executed, the Bidder shall not be allowed any sum over and above the price(s) specified in the contract agreement.



20. Huron Valley Schools requires all Contractor owners, employees, agents, representatives, subcontractors, and/or other personnel who will be present on School grounds to submit to a criminal history background check. This background check will include a requirement for each contractor owner, employee, agent, representative, subcontractor, and/or other personnel to be **screened before he/she enters School grounds. A valid State ID card or Driver's License** is required to complete the background check.

#### ORDER DELETIONS

1. Owner reserves the right to add or deduct item quantities from the original specification, up to 10% of the original quantities without any effect on the unit prices submitted.

#### Huron Valley Pricing

Respondents should indicate any discounts or promotional pricing available. Please specify where different percentage discounts apply. If respondent has existing cooperative contracts in place, Huron Valley requests equal or better than pricing to be submitted.

Solicitation Terms and Conditions – HVS/MAC Master Agreement Template: [Business Office | \(hvs.org\)](https://hvs.org)

2.1 Company Profile

Official Name of Bidder: <b>HR Imaging</b>		Type of Entity/Organization (check one):  <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Joint Venture <input type="checkbox"/> Limited Liability Partnership <input type="checkbox"/> Partnership <input type="checkbox"/> Limited Liability Corporation <input type="checkbox"/> Non-Profit / Church <input type="checkbox"/> Other: _____
Street Address: <b>4105 Progress Drive</b>		
City: <b>Ottawa</b>		
State: <b>IL</b>	Zip Code: <b>61350</b>	
Website: <b>www.hrimaging.com</b>		
Primary Contact Name: <b>Ryan Reynolds</b>		
Primary Contact Phone Number <b>815-343-5223</b>		
Primary Contact Email Address: <b>rreynolds@hrimaging.com</b>		
Dunn & Bradstreet (D&B) Number (if applicable):		
Has your company been debarred by the Federal Government? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <i>If yes, has it been lifted and if so, when?</i>		
Has your company been debarred by State Governments? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <i>If yes, has it been lifted and if so, when?</i>		
Brief history of your company, including the year it was established:		
Signature: 		
Name and Title of Signer: <b>Ryan Reynolds</b> <b>Vice President of Sales</b>		
Date: <b>12/16/2024</b>		

Please include a current copy of a W-9 with your proposal.



## 2.2 References

Provide a minimum of three (3) customer references for providing graduation photography services of similar scope dating within the past 5 years.

Entity Name: <b>Brandon High School</b>	
Contact Name: <b>Buffie Lauwers</b>	Title: <b>Secretary to Principal</b>
City: <b>Ortonville</b>	State: <b>MI</b>
Phone Number: <b>248-627-1820</b>	Years Serviced: <b>10+ Years</b>
Description of Services: <b>Diploma Ceremony</b>	
Annual Volume: <b>\$1,250.00</b>	

Entity Name: <b>Pinconning Area Middle-High School</b>	
Contact Name: <b>Nichol Hines</b>	Title: <b>Main Secretary</b>
City: <b>Pinconning</b>	State: <b>MI</b>
Phone Number: <b>989-308-0528</b>	Years Serviced: <b>8 Years</b>
Description of Services: <b>Diploma Ceremony</b>	
Annual Volume: <b>\$750.00</b>	

Entity Name: <b>Valparaiso High School</b>	
Contact Name: <b>Ashley Monroe</b>	Title: <b>Assistant Principal</b>
City: <b>Valparaiso</b>	State: <b>IN</b>
Phone Number: <b>219-531-3070</b>	Years Serviced: <b>6 Years</b>
Description of Services: <b>Diploma Ceremony</b>	
Annual Volume: <b>\$5,000.00</b>	

## 2.3 Assurances and Certifications

### Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion

The prospective contractor certifies, by submission of this proposal, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded for from participating in this transaction by any Federal department of agency. Where the prospective contractor is unable to certify to any of the statements in this certification, such prospective contractor shall attach an explanation to this proposal.

### Certification Regarding Nondiscrimination Under Federally and State Assisted Programs

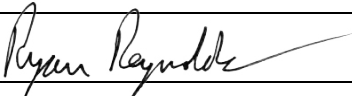
The applicant hereby agrees that it will comply with all federal and Michigan laws and regulations prohibiting discrimination and, in accordance therewith, no person, on the basis of race, color, religion, national origin or ancestry, age, sex, marital status or handicap, shall be discriminated against, excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination in any program or activity for which it is responsible or for which it receives financial assistance from the U.S. Department of Education or the Michigan Department of Education (MDE).

### Assurance Regarding Access to Records and Financial Statements

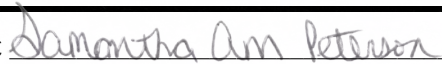
The applicant hereby assures that it will provide the pass-through entity, i.e., the Huron Valley Schools, and auditors with access to the records and financial statements as necessary for the pass-through entity to comply with 2 CFR, Part 200, Subpart F, and Compliance Supplement for the U.S. Department of Education.

### Iran Economic Sanctions Act

The prospective contractor certifies that its organization, by submission of this proposal, is not an Iran Linked **Business. Please refer to the "Iran Economic Sanction Act" Public Act 517 for clarifications or questions.** Huron Valley Schools as a Michigan public entity is required to follow Public Act 517 of 2012.

Vendor Signature:	
Date:	12/16/2024



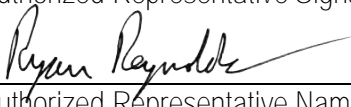
Notary	
State of	<u>Illinois</u>
County of	<u>LaSalle</u>
Sworn to and subscribed before me, a notary public in and for the above state and county, on this <u>16th</u> day of <u>December</u> , 20 <u>24</u> .	
Notary Public	
My commission expires: <u>11/22/2028</u>	



### Price Assurance Certification

The awarded vendor agrees to provide pricing to Huron Valley Schools and HVS/MAC cooperative participating entities ensuring the lowest pricing available. The awarded vendor agrees to promptly lower the cost of any product/service purchased through Huron Valley Schools following a reduction in the manufacturer or publisher's direct cost. If respondent has existing cooperative contracts in place, Huron Valley Schools requests equal or better than pricing to be submitted.

All pricing submitted to Huron Valley Schools shall include 2.0% administrative/remittance fee to be remitted to MAC **by the awarded vendor**. **It is the awarded vendor's responsibility to keep all product listings and sales reports up to date and on file with Huron Valley Schools/MAC.**

Vendor
Firm Name: <b>HR Imaging Partners</b>
Authorized Representative Signature: 
Authorized Representative Name (printed): <b>Ryan Reynolds</b>
Date: <b>12/16/2024</b>



### BID DISCLOSURE STATEMENT – FAMILIAL RELATIONSHIP

Pursuant to MCL 380.1267, a sworn and notarized statement disclosing any familial relationship that exists between the owner or any employee of the bidder and any member of the Huron Valley Schools Board of Education or the Huron Valley Schools District Superintendent must be accompanied with the bid. Bids without this disclosure statement will not be accepted.

The members of the Huron Valley Schools Board of Education are listed on the following website:  
<https://www.hvs.org/page/board-of-education>.

The Huron Valley Schools Superintendent is Dr. Paul Salah.

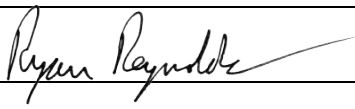
The Following are the familial relationships:

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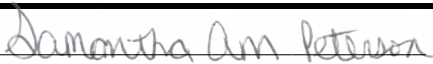
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☒ There are none.

Vendor Signature:	
Date:	12/16/2024



Notary
State of <u>Illinois</u>
County of <u>LaSalle</u>
Sworn to and subscribed before me, a notary public in and for the above state and county, on this <u>16th</u> day of <u>December</u> , 20 <u>24</u> .
Notary Public 
My commission expires: <u>11/22/2028</u>



NON-COLLUSION AFFIDAVIT

Illinois  
STATE OF ~~MICHIGAN~~ )  
 )  
[NAME OF COUNTY] )  
LaSalle

ss:

The undersigned bidder or agent, being duly sworn on oath, says that he/she has not, nor has any other member, representative, or agent of the firm, company, corporation or partnership represented by him/her, entered into any combination, collusion or agreement with any person relative to the price to be bid by anyone at such letting nor to prevent any person from bidding nor to induce anyone to refrain from bidding, and that this bid is made without reference to any other bid and without any agreement, understanding or combination with any other person in reference to such bidding.

He/she further says that no person or persons, firms, or corporation has, have, or will receive directly or indirectly, any rebate, gift, fee, commission, or thing of value on account of such sale.

HR Imaging  
Bidder (Firm)  
*Ryan Reynolds*  
Signature of Bidder or Agent

Subscribed and sworn to before me this 16th day of December, 2024.

My commission expires: 11/22/2028

County of residence: LaSalle

*Samantha Ann Peterson*  
Notary Public Signature



Seal

(Return this completed form with bid package)

### SECTION 3.0 – BIDDING, EVALUATION, SELECTION & AWARD PROCESS

This section contains key project dates and activities as well as instructions to proposers on how to prepare and submit their proposal:

TIMETABLE	
Release of RFQu:	November 19, 2024
Due Date for Receipt of Questions:	November 26, 2024
Questions and Answers Posted:	December 3, 2024
Proposals Due by (10:00 AM/ EST) *:	December 17, 2024
Notice to Award:	January 2025
Master Agreement Award Date:	January 2025

\*Responses received later than the specified deadline will be disqualified.

#### 3.1 Huron Valley Schools Responsibility

Huron Valley Schools is not responsible for representations made by any of its officers or employees prior to the execution of the Master Agreement unless such understanding or representation is included in the Master Agreement.

#### 3.2 Truth and Accuracy of Representations

False, misleading, incomplete, or deceptively unresponsive statements in connection with a proposal shall be sufficient cause for rejection of the proposal. The evaluation and determination in this area shall be at Huron Valley Schools **Administrator/Purchasing agent designee's sole** judgment and his/her judgment shall be final.

#### 3.3 Proposers Questions

Proposers may submit written questions regarding this RFQu by e-mail to the address identified below. All questions must be received by 10:00 am EST (Eastern Standard Time) no later than Tuesday, November 26, 2024. All questions, without identifying the submitting company, will be compiled with the appropriate answers and issued as an addendum to the RFQu.

When submitting questions please specify the RFQu section, paragraph number, and quote the language that prompted the question. This will ensure that the question can be quickly found in the RFQu. Huron Valley Schools reserves the right to group similar questions when providing answers. Questions should be addressed to:

Email address: [schubel@macservcorp.com](mailto:schubel@macservcorp.com)

**RFP # HV-915-110124**



Huron Valley Schools may modify the RFQu at any time during the bid process. All changes to the RFQu will be posted under the bid number and each posting officially revises the RFQu.

### 3.4 Preparation of the Proposal

Each Proposer must submit a complete proposal in response to this RFQu. The proposal must remain valid for at least 120 days from the due date for responses to this RFQu.

The Proposer will be responsible for completing and submitting the following sections of this RFQu:

Section 1.0 – Bid Responses to Scope of Work and Pricing - **The Proposer's proposal must** include detailed responses to each of the outlined requirements in the text boxes provided. There is no requirement or limitation on the number of words for these responses.

Section 2.0 – Bidder Information and Acceptance – The Proposer will be required to complete the information in this section and provide required signatures and notarization.

### 3.5 Bid Submission Deadline

The Deadline for receipt of Bids is: Tuesday, December 17, 2024, 10:00 AM EST (the "Due Date"). Any bids received after this time will not be opened. Submit your bid response as follows:

- A complete proposal submitted electronically to [Bids@hvs.org](mailto:Bids@hvs.org). Hard copy submissions will not be accepted.
- Include the following in the Subject line of the email: Graduation Photography Services RFP HV-915-110124.
- Include company name, phone number, and address in the body of the email.

The Bid Opening will be virtual. If you are interested in attending, please email Cheryl Schubel [schubel@macservcorp.com](mailto:schubel@macservcorp.com) for Zoom Information.

### 3.6 Adherence to Mandatory Requirements (Pass/Fail)

Huron Valley Schools Administrator or designee shall review Section 2.0 Bidder Information and determine if the Proposer meets the minimum requirements as outlined in this RFQu.

Failure of the proposer to comply with the minimum mandatory requirements may eliminate its proposal from any further consideration. Huron Valley Schools may elect to waive any informality in a proposal if the sum and substance of the proposal is present.

### 3.7 Evaluation Process

All bids will be reviewed for compliance with the mandatory requirements stated within this RFQu. Bids not meeting the mandatory requirements will be deemed non-responsive and eliminated from further consideration. Huron Valley Schools may elect to waive any informality in a proposal if the sum and substance of the proposal is present.

- A. Huron Valley Schools may contact the proposer for clarification of the proposer's bid.
- B. Huron Valley Schools may use other sources of information to perform the evaluation.
- C. Huron Valley Schools may require the proposer to submit additional and/or supporting materials.

Responsive bids will be evaluated on the factors identified in this RFQu. The Proposer(s) whose bid is advantageous to the Eligible Agencies, taking into consideration the evaluation factors, will be recommended for award approval.

After a prospective supplier has been selected, Huron Valley Schools and the prospective supplier(s) will negotiate a Master Agreement. If a satisfactory Master Agreement cannot be negotiated, Huron Valley Schools may, at its sole discretion, begin negotiations with the next qualified proposer who submitted a proposal. It is anticipated that pre-qualified contract awards will be made to multiple vendors.

A solicitation may be cancelled, or any or all bids or proposals may be rejected in whole or in part, when it is in the best interest of Huron Valley Schools in accordance with regulations.

### 3.8 Evaluation Criteria

- 1. Evaluation Factors for Statement of Work (Section 1) – 30 points
- 2. Company Profile (Section 2.1) - 10 points
- 3. References (Section 2.2) – 20 points
- 4. Pricing (Section 1.11) – 40 points

### 3.9 Optional Tools to Enhance Evaluation Process

Huron Valley Schools during the evaluation of proposals may find it necessary to utilize one or multiple tools, as listed below, to facilitate their understanding of the proposal(s) in order to select the best offering to Huron Valley Schools:

- Clarifications
- Deficiency Report
- Oral Presentation
- Site Visit
- Best and Final Offer (BAFO)
- Negotiations

### 3.10 Huron Valley Schools Option to Reject Proposals

Huron Valley Schools may, in its sole and absolute discretion, reject any or all proposals submitted in response to this RFQu. Huron Valley Schools shall not be liable for any costs incurred by the

proposer in connection with the preparation and submission of any proposal. Huron Valley Schools reserves the right to waive inconsequential disparities in a submitted proposal.

### 3.11 Freedom of Information Act

This contract and all information submitted to Huron Valley Schools by the contractor and proposers is subject to the Michigan Freedom of Information Act (FOIA), 1976 PA 442, MCL 15.231, et seq.

Huron Valley Schools shall not, in any way, be liable or responsible for the disclosure of any such record or any parts thereof, if disclosure is required or permitted under the Michigan Freedom of Information Act or otherwise by law. The Proposer(s) must specifically label only those provisions of the proposal, which are actually trade secrets, confidential, or proprietary in nature. A blanket statement of confidentiality or the marking of each page of the proposal as "Trade Secret", "Confidential", or "Proprietary" shall not be permitted. Any such designation will be disregarded.

By submitting a response to this RFQu, the Proposer shall be deemed to have agreed to indemnify and hold harmless Huron Valley Schools for any liability arising from or in connection with Huron Valley Schools failure to disclose, in response to a request under the Michigan Freedom of Information Act, any portion or portions of the Proposer's response to this RFQu which have been marked "Trade Secret," "Confidential," or "Proprietary."

### 3.12 Contacts with Huron Valley Schools Personnel

All contact with Huron Valley Schools regarding this RFQu or any matter relating thereto must be e-mailed as follows:

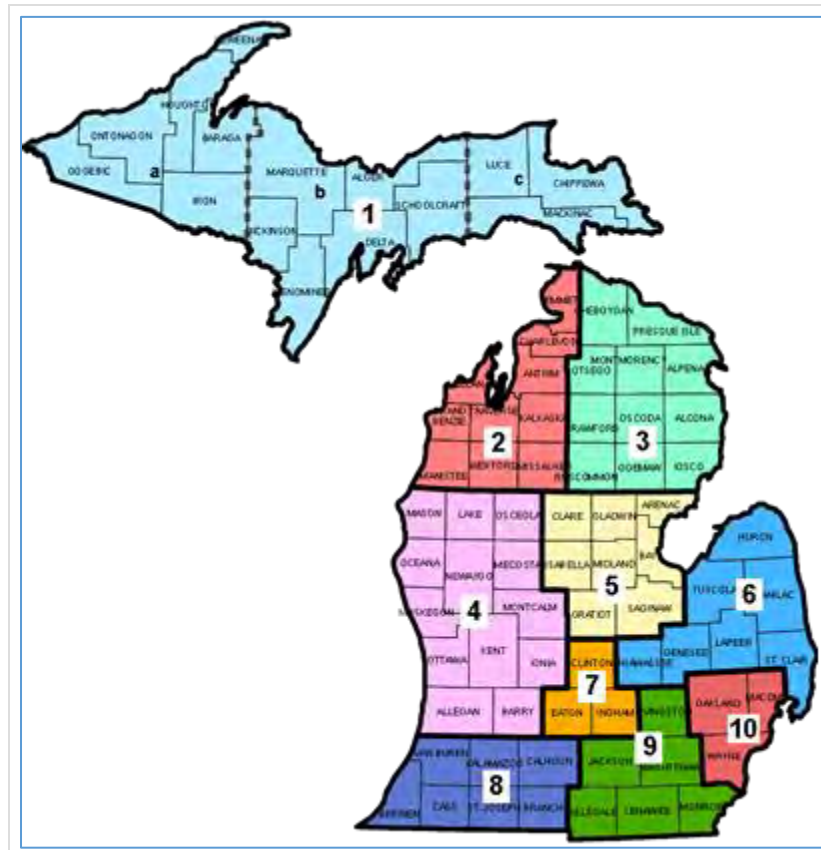
Email address: [schubel@macservcorp.com](mailto:schubel@macservcorp.com)

If it is discovered that a Proposer contacted and received information regarding this solicitation from any Huron Valley Schools personnel other than the Procurement Contact, Huron Valley Schools, in its sole discretion, may disqualify its proposal from further consideration. Only those communications made by Huron Valley Schools in writing will be binding with respect to this RFQu.

### 3.13 Final Agreement Award Determination

Huron Valley Schools reserves the right to make one total award, one award for each category/section, multiple awards, or a combination of awards, and to exercise its judgment concerning the selection of one or more proposals, the terms of any resultant agreement(s), and the determination of which, if any, proposal(s) best serves the interests of Huron Valley Schools.

APPENDIX A –Regional Delivery Map



1. Upper Peninsula
2. Northwest
3. Northeast
4. West
5. East Central
6. East
7. South Central
8. Southwest
9. Southeast
10. Detroit Metro



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