

BID BOARD NOTICE

PROCUREMENT ID NUMBER: PHPA-S1445

ISSUE DATE: December 30, 2013

TITLE: Maryland's Tobacco Quitline – Network TV Station Sponsorship – Maryland Capital Region

PLEASE READ THE ENTIRE SOLICITATION BEFORE SUBMITTING YOUR PROPOSAL

THIS SOLICITATION SHALL BE MADE IN ACCORDANCE WITH THE SMALL PROCUREMENT REGULATIONS DESCRIBED IN COMAR 21.05.07

This solicitation has been designated as a Small Business Reserve (SBR); only registered SBRs may respond. Please apply at <https://ebidmarketplace.com/> to begin the process, and then follow the prompts to see if your business qualifies. For assistance in the SBR registration process, please call 410-767-1492. If you qualify, please put your SBR number on the bid page.

Summary Statement

The Center for Tobacco Prevention and Control (hereafter referred to as CTPC) within the Maryland Department of Health and Mental Hygiene (DHMH) is soliciting Network TV station ad placement for four (4) weeks to promote the Maryland Tobacco Quitline – 1-800-QUIT NOW (1-800-784-8669) in the Maryland Capital Region. CTPC would like to promote the Quitline service on **network** television stations by airing existing ads of real Marylanders, Renee, Jeffery, Sheilah, and Robin, who have already quit smoking using the Maryland Tobacco Quitline. Ads can be seen at www.smokingstopshere.com.

A single contract will be awarded to the Offeror that best meets the needs of the evaluation criteria. The anticipated term of the contract resulting from this solicitation will begin on or about February 18, 2013 through June 30, 2014.

Funds for this promotion are available through a cooperative agreement between DHMH and Centers for Disease Control and Prevention (CDC) Prevention and Public Health Fund, and are contingent upon continued federal support for this promotion. *Funds may not be used to finance tobacco use cessation (counseling or products) or to finance lobbying for legislation.* **Proposals must equal \$25,000.**

Background

CTPC has successfully managed the Maryland Tobacco Quitline (QL), 1-800-QUIT-NOW, since 2006, and has received over 120,000 calls, with a 98% customer satisfaction rate. The QL provides FREE telephone counseling to Marylanders 13 years and older to help them quit tobacco. Services are available 24/7, in English, Spanish, and other languages. Special services are available for pregnant tobacco users and youth. Residents 18 years and older can receive a free supply of Nicotine Replacement Therapy, web, and text support. Learn more at www.smokingstopshere.com.

Mass media constitutes a powerful tool through which messages on health promoting habits and lifestyles may be presented. Television remains a popular media outlet that can reach a large number of people within a geographic region. TV media tends to be extremely effective in motivating residents to call the Quitline. TV media in the Metropolitan areas tends to be extremely effective in motivating a majority of residents in this region to call the Quitline.

Scope of Work

The selected Offeror shall:

- A. Provide a work plan outlining the sponsorship opportunity that includes a specific timeline of re-tagging and placement of the ads. CTPC will provide the Quitline and required DHMH logo and other mandatory tags or disclaimers as needed to be placed on ads.
- B. Re-tag and format ads: Renee, Jeffery, Sheilah, and Robin for TV quality broadcast. Vendor must be able to deliver a draft of ad(s) within five days of contract award to allow for review, edits, and approval by the CTPC.
- C. Provide a schedule including **network** station(s), days, and times of where and when the spot would air on the network, focusing on times of high viewership. Provide rationale for station(s) and schedule selected.
- D. Air promotional ad(s) and/or other proposed media.
- E. Provide a report of when media actually occurred due within five days of final ad airtime.
- F. Provide a summary report at the conclusion of the sponsorship highlighting sponsorship details.
- G. All cost associated for re-tagging and placing spots shall be included in financial proposal.
- H. Provide at least one value added component (community event, news story, etc.) in which the Quitline can be promoted.

Ownership and Rights of Materials

Work produced as a result of this solicitation is and shall remain the sole property of the Department. The selected Offeror agrees that, at all times during the term of this contract and thereafter, the works created and services performed shall be “works made for hire” as that term is interpreted under the federal copyright law. **All materials developed will remain the**

property of the State of Maryland. All design and production related fees must be included in the final bid price.

Final products must be available for the perpetual use of the Department for future campaigns at no additional cost. If talent is used, all talent fees and other related costs must be bought out for the indefinite use by the Department. Signed contracts and proof of talent buy-out must be provided to the Department to keep on file. If stock photo and/or artwork are purchased, proof of buy-out must be provided to the Department to keep on file. The selected Offeror shall provide all material files in a variety of electronic formats as deemed necessary by the Department.

Mandatory Requirements

This solicitation has been designated as a Small Business Reserve (SBR). You must be registered as an SBR in order to submit a proposal. Failure to supply your SBR number on the Bid Form will deem you as non-responsive.

Proposal Submissions

The Offeror shall complete the attached Bid Form (page 7) and send a proposal that must be no smaller than 12-point font, double-spaced, with one-inch margins. Technical proposals shall be no longer than six (6) pages (this excludes budget, budget narrative, and any attachments regarding organizational capabilities). One original and three (3) copies should be mailed or hand-delivered to the Procurement Officer.

Technical proposals shall include:

- A. Background Information:
 - 1. Organization Name
 - 2. Name, address, telephone number, e-mail address, fax number, and position/title of the individual who will serve as the primary contact for this contract.
 - 3. The Offeror's small business reserve number and federal identification number.
- B. The offeror's experience with television media buys in the targeted region.
- C. The offeror shall submit a work plan that includes a timeline for re-tagging and placement of TV PSAs. The work plan shall also include the number and length of all of the ads the offeror will use and re-tag.
- D. The offeror shall submit a media schedule that reflects at what times the ads shall be aired and on what station(s) for the four (4) week period of March 10, 2014 through April 07, 2014.

- E. The offeror shall provide the viewer profile of station(s) selected (including the counties where the spots will air) and provide rationale for the particular station(s) and schedules as to how they will capture the Department's target audience.
- F. The offeror shall identify the total number of ads that shall be aired during the four week period.
- G. The Offeror shall describe promotional added value (i.e. community event, news story, etc., as well as additional spots, if applicable) and include the actual dollar amounts that will be offered to the State.
- H. Offerors shall disclose all conflicts of interest (obvious and non-obvious), if any, and describe in detail how the conflicts of interest will be ameliorated. If the Offeror is receiving other funding for tobacco control efforts, please describe how this funding is being used and the source of the funding.
- I. Offerors shall submit a completed bid page, and provide a separate line item budget and narrative (Attachment A).

Award

An award will be made on the basis of the most advantageous offer to the State of Maryland considering price *and* the evaluation criteria found in this solicitation.

Evaluation Criteria of Proposal

The State will evaluate proposals based on the following evaluation criteria. These are listed in descending order of importance.

- A. How experienced is the offeror in providing media buys in the region?
- B. Does the offeror's proposal provide a work plan that includes a realistic timeline for re-tagging and placement of the TV ads?
- C. Does the offeror's proposal provide a work plan that includes the number and length of all ads the offeror shall re-tag?
- D. Does the offeror's proposal provide a clear schedule and rationale of when the ads shall run, provide a clear audience profile that identifies the station(s) selected, and are the proposed times sufficient to reach the Department's target audiences?
- E. Does the offeror's proposal provide number of ads that will maximize State resources?
- F. How strong is the offeror's value-added component?
- G. Does the offeror have any conflicts of interest?

Contract Term

The term of this contract shall be on or about February 18, 2014 through June 30, 2014.

Billing

Payment will be made by CTPC upon receipt of acceptable deliverables and invoices from the contractor. The selected Offeror shall bill the Department 50% upon receipt of the contract. The remaining 50% will be billed upon satisfactory completion of project deliverables and receipt of a final itemized invoice and summary report from the selected vendor. **Invoices must be on company letterhead and include vendor's name, address, date, line item breakdown, Tax ID #, contract number, Blanket Purchase Order (BPO) number, and signature in order to be processed.**

BID SUBMISSION INFORMATION

Interested parties should submit bids using the attached "Bid Form" as a cover sheet; see page 7. The final bid must include ALL final costs for completing the project.

SUBMISSION DEADLINE

Bids must be mailed or hand-delivered and must be received by the **Procurement Officer NO LATER than 02:00 p.m. on January 21, 2014** in order to be considered. Submission envelope must show the Procurement ID number.

Bidders who hand-deliver proposals are requested to please ask the building's security desk for a visiting pass and go to the third (3rd) floor, room 306 and ask for Michael Trombetta. *NOTE: When dropping off the bid, please obtain a receipt indicating bid was received.

Bidders that have a courier deliver proposals are requested to please ask the building's security desk to telephone the PROCUREMENT OFFICER (Michael Trombetta, 410-767-5039). *NOTE: When dropping off the bid, please obtain a receipt indicating bid was received.

Bidders who mail proposals should allow sufficient mail transit time to ensure timely receipt by the PROCUREMENT OFFICER. Proposals and/or unsolicited amendments to proposals arriving after the closing hour and date noted above will not be considered. For any response that is not hand-delivered, the offers must confirm, at least 60 minutes before the deadline, that the proposals were received in PHPA Procurement. **PHPA is not responsible for proposals dropped off in the mailroom.** Questions regarding this solicitation should be directed (By e-mail only, no phone call will be accepted) to the PROCUREMENT OFFICER.

NO FAX OR EMAIL PROPOSALS WILL BE ACCEPTED.

PROCUREMENT OFFICER:

Michael J. Trombetta
Agency Procurement Specialist II
201 W. Preston Street
Baltimore, Maryland 21201
Voice: [410-767-5039](tel:410-767-5039)
michael.trombetta@maryland.gov

ISSUING OFFICE:

Center for Tobacco Prevention and Control
(Attn: Sara Wolfe)
201 West Preston Street
Baltimore, MD 21201
Phone: 410-767-1364

**MINORITY BUSINESS ENTERPRISES ARE STRONGLY ENCOURAGED TO
RESPOND TO THIS SOLICITATION**

Bid Form

PROCUREMENT

I.D. NUMBER: PHPA-S1445

ISSUE DATE: December, 2013

TITLE: Maryland's Tobacco Quitline – Network TV Station Sponsorship – Maryland Capital Region

A. Offeror Information:

Vendor Name: _____

Federal Tax ID (FEIN#): _____

Contact Person: _____

Address: _____

Telephone: _____

Fax: _____

SBR Number: _____

B. Total number of ads that shall air: _____

C. Total number of times that the ads shall be aired: _____

Total cost* of all TV sponsorship \$ _____

**Total Cost must equal \$25,000*

Signature _____ **Date** _____

Vendor signature and date certifies that technical and budget submissions are correct and that vendor agrees to perform all services stated in BBN PHPA-S1445.

Attachment A

Department of Health and Mental Hygiene Line Item Budget*

Budget Period from _____ to _____

BUDGET ITEM	PROPOSED DHMH SUPPORT
1. Personnel costs	
2. Consultant and/or subcontractor costs	
3. Other direct costs (please explain)	
Total DIRECT Costs	
Indirect Cost ¹	
TOTAL COST	

TITLE OF PROJECT: _____

AGENCY NAME: _____

AUTHORIZED SIGNATURE: _____

DATE: _____

FEDERAL IDENTIFICATION NUMBER: _____

* Include Budget Narrative on a separate page.

¹ Indirect cost may not exceed 10% of personnel in item 1.