

**REQUEST FOR PROPOSALS
FOR
WISE COUNTY, VIRGINIA**

August 21, 2012

GENERAL INFORMATION

The County of Wise is seeking proposals from qualified financing institutions to provide lease/purchase financing plans for our FY 2012-2013 capital needs.

All proposals must be delivered to:

Mail To:

David L. Cox, CPA
County Finance Administrator
P.O. Box 570
Wise, VA 24293-0570

Overnight To:

David L. Cox, CPA
County Finance Administrator
206 E. Main Street
Wise, VA 24293

ALL PROPOSALS MUST BE RECEIVED BY 4:30 P.M. LOCAL TIME, SEPTEMBER 14, 2012.

Wise County is not responsible for delays in the delivery of the mail by the U.S. Postal Service or private couriers. It is the sole responsibility of the Offeror to ensure that its proposal reaches the Finance Administrator by the designated date and hour. **Facsimile and e-mail submittals are not acceptable.**

All offerors shall abide by all applicable State and Federal laws.

INQUIRIES CONCERNING RFP

Requests for "Specifications for Request for Proposal", and any questions or comments concerning this Request for Proposal should be directed to:

David L. Cox, CPA, County Financial Administrator (cfa@wisecounty.org)

Wise County

P.O. Box 570

Wise, VA 24293-0570

(276) 328-2321- Fax (276) 328-9780

**SPECIFICATIONS FOR REQUEST FOR PROPOSAL
FOR
WISE COUNTY, VIRGINIA
LEASE/PURCHASE FINANCING**

SCOPE OF FINANCING

Wise County is seeking financing plans from qualified firms to provide lease financing for our FY 2012-13 capital plan.

GENERAL REQUIREMENTS

The Wise County Board of Supervisors authorized a RFP in order to finance the county's capital needs for the 2012-2013 fiscal year. The amount is a not to exceed amount of \$2,500,000.

Proposals shall include:

1. Lease purchase options for 1) Five Year Term 2) Seven Year Term
2. Year-end buy out cost by year

REVIEW AND AWARD

An authorized representative of the offeror shall sign proposals. Two (2) Copies of each proposal must be submitted to Wise County. Each copy should be bound separately where practical. All documentation submitted with the proposal should be bound in that single volume.

COMPETITIVE NEGOTIATION

The procurement method is competitive negotiation of other than professional services, as defined in Section 2.2-4301 of the Code of Virginia (1950) as amended. This Request for Proposal indicates, in general terms, the nature of the program and services being sought. Each offeror is to submit the proposal(s) that best suits the needs of the County.

The specific requirements for the contents of the proposals are contained in the RFP. Offerors are encouraged to provide additional information not specifically identified as a requirement if the additional information enables the proposal to better suit the needs of the County. In order to procure the program that best suits the needs of the County, the competitive negotiation process and evaluation criteria consider factors in addition to cost.

AWARD

The award of a lease/purchase agreement shall be determined in the sole discretion of the County based upon evaluation of all information as the County may request.

Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals, on the basis of the factors involved in the Request for Proposal. Negotiations shall then be conducted with each of the offerors so selected. After negotiations have been conducted with each offeror so selected, the County shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. Should the County determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror.

Wise County shall endeavor to award the lease/purchase financing contract within thirty (30) days from receipt of proposals.

REJECTION OF PROPOSALS

The County reserves the right, at any time prior to award of the contract, to reject any and all proposals, or any part thereof, to make no award, and/or to issue a new Request for Proposal, or make modifications, corrections, of additions to the information contained herein.

COSTS FOR PROPOSAL PREPARATION

Any costs incurred by offerors in preparing or submitting proposals are the offeror's sole responsibility; the County will not reimburse any offeror for any costs incurred as a result of the preparation of this Request for Proposal.