### STATE OF ARKANSAS DEPARTMENT OF TRANSFORMATION AND SHARED SERVICES OFFICE OF STATE PROCUREMENT RULES GOVERNING MANDATORY PROCUREMENT TRAINING PROGRAM

# PROPOSED RULES

## R1:19-11-280. Mandatory Procurement Training Program.

Pursuant to Ark. Code Ann. § 19-11-280, a tiered training and certification program has been established for the training, continuing education, and certification program for state agency "procurement personnel." For purposes of this rule, the term "procurement personnel" is understood to include "agency procurement officials" and "procurement agents," as defined in Arkansas Procurement Law, and personnel authorized to procure commodities or services on behalf of a "state agency," as defined in Arkansas Procurement Law, in an amount greater than the limit for "small procurements" set in Ark. Code Ann. § 19-11-204(13), regardless of their title. State employees who are not authorized to procure commodities or services in excess of the small procurement amount are not considered to be procurement personnel.

Beginning July 1, 2021, procurement personnel must annually complete the minimum number of hours of procurement training. The State Procurement Director shall set the minimum number of hours of procurement training required for the following fiscal year by June 30th. A listing of approved courses and requirements will be maintained by the Department of Transformation and Shared Services, Office of State Procurement, and displayed on a website or otherwise made available as needed. Additional courses may be approved by the State Procurement Director. In cases of disability or hardship, the State Procurement Director may approve an accommodation or a substitute training plan by which individuals may meet the training requirements.

### R2:19-11-280. Documentation of Compliance.

As of July 1, 2021, it shall be the duty of each person seeking procurement authority through a delegation order from the State Procurement Director to maintain documentation certifying that he or she has completed the requisite procurement training before the written delegation order is issued. He or she shall also be responsible for ensuring that anyone who exercises procurement authority under his or her delegated authority also receives at least the minimum amount of procurement training required under Arkansas Procurement Law and these rules.

If a procurement official exercises procurement authority under a direct grant of statutory procurement authority, then as of July 1, 2021 it shall be his or her responsibility to document that he or she has satisfied the requirement for certification and continuing education and that anyone who exercises procurement authority under his or her

supervision also receives required procurement training and continuing education in compliance with these rules.

## R3:19-11-280. Apparent Non-compliance.

If a person to whom these rules apply fails to obtain and maintain the required training and that apparent noncompliance is reported to the State Procurement Director, the Office of State Procurement shall notify the affected person and the chief executive officer of the Department, institution, board, or agency that employs the affected person. That notice may be sent electronically or by first class mail.

The notice shall contain a statement of the: (a) legal authority and jurisdiction under which the notice is being sent; (B) apparent noncompliance; (C) possible administrative revocation for noncompliance; and (D) the right to present satisfactory evidence of compliance or corrected noncompliance.

The named person must, within sixty (60) business days of the date of the notice of apparent noncompliance, provide the State Procurement Director satisfactory evidence that the person is either in compliance or has corrected the noncompliance. If the named person fails either to provide satisfactory evidence of compliance or that the noncompliance has been corrected within the allotted time provided in the paragraph above, the Office of State Procurement shall serve a notice of intent to revoke procurement certification and delegated authority to the affected person and the chief executive officer of the Department, institution, board, or agency that employs the affected person. The notice shall advise the person and the Department, institution, board, or agency that noncompliance shall be presumed and the delegated procurement authority or certification of that person shall be administratively revoked after the conclusion of thirty (30) or more business days from the date on the notice of intent to revoke.

No revocation shall be made without notice. The duration of the revocation should be commensurate with the gravity of the offense, but not less than three (3) months nor more than two (2) years. Administrative revocation may be rescinded subsequently upon a showing of compliance satisfactory to the Director.

Stricken language would be deleted from and underlined language would be added to present law. Act 419 of the Regular Session

1	State of Arkansas As Engrossed: H2/4/19 S2/25/19 92nd General Assembly As Engrossed: H2/4/19 S2/25/19
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3	Regular Session, 2019 HOUSE BILL 1178
4	Dy Depresentative Wardley
5	By: Representative Wardlaw
6 7	By: Senator Flippo
, 8	For An Act To Be Entitled
9	AN ACT TO AMEND THE ARKANSAS PROCUREMENT LAW; TO
10	AMEND THE LAWS CONCERNING VARIOUS PROCUREMENT
11	METHODS; TO ALLOW FOR REQUESTS FOR INFORMATION; TO
12	AMEND THE LAW CONCERNING THE PROCUREMENT OF
13	PROFESSIONAL SERVICES; TO PROVIDE FOR THE TRAINING
14	AND CERTIFICATION OF PROCUREMENT OFFICIALS; TO
15	REQUIRE THAT COST BE WEIGHTED A CERTAIN AMOUNT IN
16	EVALUATING RESPONSES TO A REQUEST FOR PROPOSALS; TO
17	ALLOW FOR THE USE OF PRIVATE EVALUATORS IN EVALUATING
18	RESPONSES TO A REQUEST FOR PROPOSALS; TO REQUIRE THAT
19	RULES PROMULGATED BY THE STATE PROCUREMENT DIRECTOR
20	BE SUBMITTED TO AND REVIEWED BY THE REVIEW
21	SUBCOMMITTEE OF THE LEGISLATIVE COUNCIL; TO AUTHORIZE
22	AND REGULATE SOLICITATION CONFERENCES UNDER THE
23	ARKANSAS PROCUREMENT LAW; TO REQUIRE THAT VENDOR
24	TRAINING AND POLLING BE CONDUCTED UNDER THE ARKANSAS
25	PROCUREMENT LAW; TO AMEND THE LAW CONCERNING THE
26	NEGOTIATION OF COMPETITIVE SEALED BIDS AND
27	COMPETITIVE SEALED PROPOSALS UNDER THE ARKANSAS
28	PROCUREMENT LAW; TO AMEND THE LAW CONCERNING THE
29	REJECTION OF A BID OR PROPOSAL UNDER THE ARKANSAS
30	PROCUREMENT LAW; AND FOR OTHER PURPOSES.
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33	Subtitle
34	TO AMEND THE LAWS CONCERNING VARIOUS
35	PROCUREMENT METHODS; TO PROVIDE FOR THE
36	TRAINING AND CERTIFICATION OF PROCUREMENT



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1	OFFICIALS; AND TO REQUIRE ADDITIONAL
2	LEGISLATIVE REVIEW OF PROCUREMENT RULES.
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5	BE IT ENACTED BY THE GENERAL ASSEMBLY OF THE STATE OF ARKANSAS:
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7	SECTION 1. Arkansas Code § 19-11-217(c), concerning the powers and
8	duties of the State Procurement Director, is amended to add additional
9	subdivisions to read as follows:
10	(9) Shall provide for enhanced training on the drafting of
11	specifications for procurements; and
12	(10) Shall maintain records of bids and proposals that are
13	rejected by the office for failure to adhere to the mandatory requirements of
14	a solicitation.
15	
16	SECTION 2. Arkansas Code § 19-11-225 is amended to read as follows:
17	19-11-225. Regulations Rules.
18	(a) <u>(1)</u> Regulations shall be promulgated by the The State Procurement
19	Director shall adopt rules in accordance with the applicable provisions of
20	this subchapter and of the Arkansas Administrative Procedure Act, § 25-15-201
21	et seq.
22	(2) A rule promulgated by the director under this subchapter is
23	not effective until the rule is:
24	(A) Submitted to and reviewed by the Review Subcommittee
25	of the Legislative Council; and
26	(B) Reviewed and approved by the Legislative Council under
27	<u>§ 10-3-309.</u>
28	(b) No regulation <u>A rule</u> shall <u>not</u> change any commitment, right, or
29	obligation of the state or of a contractor under a contract in existence on
30	the effective date of the <del>regulation</del> <u>rule</u> .
31	(c)(l) <del>No clause which</del> <u>A clause that</u> is required by <del>regulation</del> <u>rule</u> to
32	be included shall be considered to be is not incorporated by operation of law
33	in any state contract without the consent of both parties to the contract to
34	the incorporation.
35	(2) The parties to the contract may give such consent to
36	incorporation by reference at any time after the contract has been entered

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1	into and without the necessity of consideration passing to either party.
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3	SECTION 3. Arkansas Code § 19-11-229(d), concerning competitive sealed
4	bidding, is amended to read as follows:
5	(d) <del>(l)</del> Notice inviting bids shall <del>be</del> :
6	(1) Be given not fewer than five (5) calendar days nor more than
7	thirty (30) ninety (90) calendar days preceding the date for the opening of
8	bids by publishing the notice at least one (1) time in at least one (1)
9	newspaper having general circulation in the state or posting by electronic
10	media, but in all instances, adequate notice shall be given <del>.</del>
11	(2) <del>(A) The notice shall include</del> <u>Include</u> a general description of
12	the commodities, technical and general services, or professional and
13	consultant services to be procured <u>;</u> and shall state
14	(3) State where invitations for <del>bid</del> <u>bids</u> may be obtained <del>.</del> ;
15	(B) The notice also shall state (4) State the date, time, and
16	place of bid opening; and
17	(5) State the time, date, and place of the solicitation
18	conference if a solicitation conference is to be held before the opening of
19	bids to provide information to prospective bidders.
20	
21	SECTION 4. Arkansas Code § 19-11-229(f), concerning competitive sealed
22	bidding, is amended to add an additional subdivision to read as follows:
23	(3)(A) A time discount may be considered in the evaluation of a
24	bid only:
25	(i) If the state agency specifically solicits
26	pricing that requests a time discount; and
27	(ii) Under the structured terms of the invitation
28	for bids.
29	(B) If a bidder offers a time discount as part of its bid
30	without the solicitation of time discounts by the state agency, the state
31	agency shall not consider the time discount.
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33	SECTION 5. Arkansas Code § 19-11-229(g), concerning competitive sealed
34	bidding, is amended to add an additional subdivision to read as follows:
35	(3)(A) The director or an agency procurement official may seek
36	the clarification of a submitted bid.

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(B) A written response by a bidder under this subsection
shall only clarify the submitted bid and shall not add any substantive
language to the submitted bid or change the terms of the submitted bid.
(C) If the bidder fails or refuses to clarify any matter
questioned about the bidder's bid in writing by the deadline set by the
director or agency procurement official, the bid may be rejected.
(D) If the bidder clarifies the matter questioned under
this subsection in writing, the clarification shall be evaluated and become a
part of any contract awarded on the basis of the bidder's bid.
SECTION 6. Effective July 1, 2021, Arkansas Code § 19-11-229(h)(2),
concerning competitive sealed bidding under the Arkansas Procurement Law, is
amended to add an additional subdivision read as follows:
(C)(i) Negotiations under this subsection shall be
conducted by a person who is trained and certified in negotiation and
procurement processes.
(ii)(a) The Office of State Procurement shall
provide for the training and certification required under this subsection.
(b) The training provided by the office shall
<u>be specific to Arkansas law.</u>
SECTION 7. Arkansas Code § 19-11-229(i), concerning competitive sealed
bidding, is amended to read as follows:
(i) <u>(l)</u> An invitation for <del>bid</del> <u>bids</u> may be cancelled or any or all bids
may be rejected in writing by the director or the agency procurement
official.
(2) Before the rejection of a bid by the director, the decision
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1	(2)(A) Except as provided in subdivision (d)(2)(B) of this
2	section, cost shall be weighted at least thirty percent (30%) of the total
3	evaluation score for a proposal submitted in response to the request for
4	proposals.
5	(B)(i) The State Procurement Director may approve that
6	cost be weighted at a lower percentage of the total evaluation score for a
7	proposal submitted in response to a request for proposals if the director
8	makes a written determination that the lower percentage is in the best
9	interest of the state.
10	(ii) A state agency's failure to obtain the approval
11	of the director under this subsection for a request for proposals with cost
12	weighted at a lower percentage than required under subdivision (d)(2)(A) of
13	this section is grounds for submitting a protest under § 19-11-244.
14	(C) The use of a lower percentage under subdivision
15	(d)(2)(B) of this section and the corresponding written determination by the
16	director shall be submitted to the Legislative Council or, if the General
17	Assembly is in session, the Joint Budget Committee, for review before the
18	request for proposals is issued.
19	(3) The state's prior experience with an offeror may be
20	considered and scored as part of the offeror's proposal only:
21	(A) To the extent that the request for proposals requests
22	that all offerors provide references; and
23	(B) If the offeror's past performance with the state
24	occurred no more than three (3) years before the offeror submitted the
25	proposal.
26	(4) A state agency shall not include prior experience with the
27	state as a mandatory requirement for submitting a proposal under this
28	section.
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30	SECTION 9. Arkansas Code § 19-11-230(e)(2), concerning competitive
31	sealed proposals under the Arkansas Procurement Law, is amended to add an
32	additional subdivision to read as follows:
33	(C)(i) Before issuing the notice of award of a contract,
34	the director or the agency procurement official may request a best and final
35	offer from each responsible offeror that is reasonably susceptible of being
36	awarded the contract.

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1	(ii) In responding to a request for a best and final
2	offer, an offeror may:
3	(a) Resubmit the offeror's original proposal
4	with lower pricing or additional benefits, or both, in accordance with the
5	specifications of the request for proposals; or
6	(b) Submit a written response that states that
7	the offeror's original proposal, including without limitation the pricing,
8	remains unchanged.
9	(iii) If a best and final offer is requested, the
10	director or the agency procurement official shall evaluate each proposal
11	submitted in response to the request for a best and final offer in
12	determining the proposal that is the most advantageous to the state.
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14	SECTION 10. Arkansas Code § 19-11-230(f) and (g), concerning
15	competitive sealed proposals under the Arkansas Procurement Law, are amended
16	to read as follows:
17	(f)(l) The director or an agency procurement official may seek the
18	clarification of a submitted proposal.
19	(2) A written response by an offeror under this subsection shall
20	only clarify the submitted proposal and shall not add any substantive
21	language to the submitted proposal or change the terms of the submitted
22	proposal.
23	(3) If the offeror fails or refuses to clarify any matter
24	questioned about the offeror's proposal in writing by the deadline set by the
25	director or agency procurement official, the proposal may be rejected.
26	(4) If the offeror clarifies the matter questioned under this
27	subsection in writing, the clarification shall be evaluated and become a part
28	of any contract awarded on the basis of the offeror's proposal.
29	(g)(1) Award shall be made to the responsible offeror whose proposal
30	is determined in writing to be the most advantageous to the state, taking
31	into consideration price, the evaluation factors set forth in the request for
32	proposals, any best and final offers submitted, and the results of any
33	discussions conducted with responsible offerors.
34	(2) No other factors or criteria shall be used in the
35	evaluation.
36	(3) If it is determined that two (2) or more responsible

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1	offerors have tied scores after the evaluation of the proposals, the award
2	shall be made to the responsible offeror that had one (1) of the tied scores
3	and submitted the lowest price proposal.
4	(4) The director or the agency procurement official may enter
5	into negotiations with the responsible offeror whose proposal is determined
6	in writing to be the most advantageous to the state when the best interests
7	of the state would be served, including without limitation when the state can
8	<u>obtain:</u>
9	(A) A lower price without changes to the terms or
10	specifications of the request for proposals; or
11	(B) An improvement to the terms or specifications, or
12	both, of the request for proposals without increasing the price of the
13	proposal.
14	(h)(1) The Office of State Procurement shall:
15	(A) Encourage full discussion by the evaluators who are
16	evaluating proposals submitted in response to a request for proposals under
17	this section; and
18	(B) Develop tools and templates to be used in evaluating
19	proposals submitted in response to a request for proposals under this section
20	that optimize the number of material scored attributes and provide for a
21	limited range of possible scores for each attribute.
22	(2)(A) A state agency may use one (1) or more private evaluators
23	to evaluate proposals submitted in response to a request for proposals under
24	this section.
25	(B) A private evaluator used under this subsection shall
26	be:
27	(i) Held to the same requirements and prohibitions
28	regarding conflicts of interest as state employees;
29	(ii) A qualified volunteer, unless the state does
30	not have the necessary expertise to evaluate the proposals, in which case a
31	paid private evaluator may be used; and
32	(iii) Eligible for travel reimbursement if the state
33	agency decides to make travel reimbursement available.
34	(C) The use of a private evaluator is not required.
35	(D) If a state agency uses one (1) or more private
36	evaluators, the use of a private evaluator shall be disclosed in the

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1	procurement file and in any information submitted to the Legislative Council
2	or, if the General Assembly is in session, the Joint Budget Committee.
3	<del>(g)</del> <u>(i)(l)</u> A competitive sealed proposal may be cancelled or any or
4	all proposals may be rejected in writing by the State Procurement Director
5	director or the agency procurement official.
6	(2) Before the rejection of a proposal by the director, the
7	decision to reject the proposal may be validated with the evaluation
8	committee that evaluated the proposal.
9	(3) A proposal may be rejected for failure to adhere to
10	mandatory requirements.
11	
12	SECTION 11. Arkansas Code § 19-11-233 is amended to read as follows:
13	19-11-233. Emergency procurements.
14	(a) The State Procurement Director, the head of a procurement agency,
15	or a designee of either officer may make or authorize others to make
16	emergency procurements as defined in § $19-11-204(4)$ and in accordance with
17	<del>regulations</del> <u>rules</u> promulgated by the director.
18	(b)(1) A person or state agency that makes an emergency procurement
19	under this section shall:
20	(A) Receive at least three (3) competitive bids unless the
21	emergency is a critical emergency; and
22	(B) Complete a quotation abstract that includes the:
23	(i) Names of the firms contacted;
24	(ii) Time that each firm was contacted;
25	(iii) Quoted price obtained from each contacted
26	firm; and
27	(iv) Method used for contacting each firm.
28	(2) As used in this subsection, "critical emergency" means an
29	emergency in which human life or health is imminently endangered.
30	
31	SECTION 12. Arkansas Code Title 19, Chapter 11, Subchapter 2, is
32	amended to add additional sections to read as follows:
33	19-11-273. Solicitation conferences.
34	(a)(1) A state agency may hold a solicitation conference before or
35	after issuing an invitation for bids, a request for proposals, or a request
36	for statements of qualifications and performance data under § 19-11-801 et

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1	seq.
2	(2) A solicitation conference may be held:
3	(A) In person; or
4	(B) Online or in another virtual format.
5	(b) Attendance by a vendor at a solicitation conference is not
6	required for that vendor's bid, proposal, or statement of qualifications and
7	performance data to be accepted unless the attendance requirement is:
8	(1) Explicitly stated in the invitation for bids, request for
9	proposals, or request for statements of qualifications and performance data;
10	and
11	(2) Approved by the State Procurement Director or the head of
12	the procurement agency.
13	(c) A state agency holding a solicitation conference shall:
14	(1) For an invitation for bids or a request for proposals,
15	include the date and time of the solicitation conference in the notice
16	required under § 19-11-229;
17	(2) Require vendors in attendance at a solicitation conference
18	to sign in at the solicitation conference or provide a registration record
19	for an online or other virtual solicitation conference, regardless of whether
20	attendance is required under the solicitation; and
21	(3) Maintain the sign-in sheet or registration records with the
22	other documents related to the solicitation.
23	(d) A statement made at a solicitation conference does not change the
24	invitation for bids, request for proposals, or request for statements of
25	qualifications and performance data unless a change is made by written
26	amendment to the invitation for bids, request for proposals, or request for
27	statements of qualifications and performance data.
28	(e) A state agency is encouraged to hold a solicitation conference for
29	a procurement that:
30	(1) Has a contract amount of at least:
31	(A) Five million dollars (\$5,000,000) for a single
32	<u>contract year; or</u>
33	(B) Thirty-five million dollars (\$35,000,000) for the
34	total anticipated term of the contract, including any extensions, based on
35	the previous contract for the same commodities or services or, if a previous
36	contract is not available, a contract for similar commodities or services; or

1	(2) Is of strategic importance to the state.
2	
3	19-11-274. Vendor training and polling.
4	The Office of State Procurement shall:
5	(1)(A) Develop and deliver vendor training to inform interested
6	vendors of how to do business with the state.
7	(B) The training required under subdivision (1)(A) of this
8	section shall:
9	(i) Be offered throughout the state; and
10	(ii) Be delivered as training sessions in person and
11	online or in another virtual format; and
12	(2) Periodically poll vendors that have been successful in
13	securing business with the state and vendors that have not been successful in
14	securing business with the state to solicit procurement feedback that can be
15	used to improve vendor training.
16	
17	19-11-275. Requests for information.
18	(a) As used in this section, "request for information" means a
19	procedure for formally requesting information, data, comments, or reactions
20	from prospective bidders or offerors in contemplation of a possible
21	competitive sealed bidding procurement under § 19-11-229 or a competitive
22	sealed proposal procurement under § 19-11-230.
23	(b) The State Procurement Director, a head of a procurement agency, or
24	a designee of the director or of a head of a procurement agency, may issue or
25	authorize another person to issue a request for information.
26	(c) A request for information under this section shall be published in
27	the same manner and location as an invitation for bids, a request for
28	proposals, or a request for qualifications.
29	(d) A contract shall not be awarded directly from a request for
30	information.
31	(e) Information provided in response to a request for information
32	under this section is exempt from the Freedom of Information Act of 1967, §
33	<u>25-19-101 et seq., until:</u>
34	(1) The bids for a competitive sealed bidding procurement are
35	opened publicly;
36	(2) The notice of anticipation to award is given for a

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1	competitive sealed proposal procurement; or
2	(3) A decision is made not to pursue a procurement based on the
3	request for information.
4	
5	19-11-276. Training and certification of procurement personnel.
6	(a) The State Procurement Director shall establish a training and
7	certification program to facilitate the training, continuing education, and
8	certification of state agency procurement personnel.
9	(b) As part of the training and certification program required under
10	this section, the director:
11	(1) Shall conduct procurement education and training for state
12	agency employees and other public employees;
13	(2)(A) Shall establish a tiered core curriculum that outlines
14	the minimum procurement-related training courses a state agency employee is
15	required to complete for certification.
16	(B) The tiered core curriculum required under subdivision
17	(b)(2)(A) of this section shall:
18	(i) Be designed to develop procurement competency;
19	and
20	(ii) Create a uniform training approach for state
21	agency employees ranging from entry-level procurement personnel to agency
22	procurement officials;
23	(3) May charge a reasonable fee for each participant to cover
24	the cost of providing the training required under this section;
25	(4) May conduct, develop, and collaborate with established
26	training programs, if any, for the purpose of providing certifications of
27	proficiency to state agency employees who complete the training and
28	certification program;
29	(5) May conduct research into existing and new procurement
30	methods; and
31	(6) May establish and maintain a state procurement library.
32	(c)(l) Beginning July 1, 2021, a state agency employee shall not
33	conduct a procurement under this chapter unless the state agency employee is
34	certified through the training and certification program required under this
35	section.
36	(2) To maintain certification under this section, a state agency

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1	employee shall complete a reasonable number of hours of continuing education,
2	as provided for by rule by the director.
3	(d)(l) The director shall revoke the certification of a state agency
4	employee who is certified under this section and who is determined to have
5	knowingly violated state procurement laws, Arkansas Code Title 19, Chapter
6	<u>11.</u>
7	(2) The director shall adopt rules regarding the procedure for
8	revoking a state agency employee's certification under this section.
9	
10	SECTION 13. Arkansas Code § 19-11-802, concerning requests for
11	statements of qualifications and performance data, is amended to add an
12	additional subsection to read as follows:
13	(e)(1) A request for statements of qualifications and performance data
14	under this section may be used for certain procurements through a request for
15	qualifications other than legal, architectural, engineering, construction
16	management, land surveying, and interior design services if the:
17	(A) State Procurement Director approves the use of a
18	request for qualifications and determines that it is the most suitable method
19	of procurement; and
20	(B) Approval of the director under subdivision (e)(1)(A)
21	of this section is submitted to the Legislative Council for review.
22	(2) In determining whether a request for qualifications under
23	this subsection is the most suitable method of procurement, the director
24	shall consider, based on information submitted by the requesting state
25	agency:
26	(A) Why the request for qualifications is the most
27	suitable method of procurement;
28	(B) Why cost should not be considered in the procurement;
29	and
30	(C) How the cost of the contract will be controlled if
31	cost is not a factor in the procurement.
32	
33	SECTION 14. DO NOT CODIFY. <u>Rules.</u>
34	(a) When adopting the initial rules required under this act, the State
35	Procurement Director shall file the final rules with the Secretary of State
36	for adoption under § 25-15-204(f):

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1	(1) On or before January 1, 2021; or
2	(2) If approval under § 10-3-309 has not occurred by January 1,
3	2021, as soon as practicable after approval under § 10-3-309.
4	(b) The director shall file the proposed rules with the Legislative
5	Council under § 10-3-309(c) sufficiently in advance of January 1, 2021, so
6	that the Legislative Council may consider the rules for approval before
7	January 1, 2021.
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9	/s/Wardlaw
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12	APPROVED: 3/11/19
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