## **CHAPTER 85**

## AN ACT

SB 1565

Relating to methods of public procurement; creating new provisions; amending ORS 279B.060 and 279B.145; and prescribing an effective date.

Be It Enacted by the People of the State of Oregon:

SECTION 1. Section 2 of this 2018 Act is added to and made a part of ORS chapter 279B.

SECTION 2. (1) As used in this section, "reverse auction method" means an electronic pro-

curement process in which:

(a) A bidder or proposer is aware that a certain number of other bidders or proposers are submitting bids or price proposals for the procurement but does not know the identities of the other bidders or proposers;

(b) Each bidder or proposer submits a bid or price proposal electronically by a specified dead-

(c) Each bid or price proposal competes with all other bids or price proposals to offer the lowest contract price for the procurement.

(2) The Oregon Department of Administrative Services shall establish a pilot program to evaluate the utility and effectiveness of a reverse auction method for conducting procurements under ORS chapter 279B. The pilot ments under ORS chapter 279B. program, at a minimum, must:

(a) Use a reverse auction method to conduct at least 10 procurements, each with an anticipated contract price of \$150,000 or more; and

- (b) Require from each contracting agency that participates in the pilot program information about each procurement for which the contracting agency used the reverse auction method. The information must be sufficient to enable the department to evaluate the results of the pilot program using at least these crite-
- (A) The extent and amount of cost savings to the contracting agency, if any, that are at-
- tributable to using the reverse auction method;
  (B) The extent, if any, to which contracting agencies that participate in the pilot program realize other nonmonetary benefits or detriments in the procurement process as a result of using the reverse auction method and the nature of the benefits or detriments; and

(C) The reactions of bidders or proposers to the reverse auction method and any identifiable benefits or detriments to bidders or proposers that result from using the reverse auction

(3) The department shall report regularly to the Governor and to the Joint Legislative Committee on Information Management and Techdepartment's concerning the implementation of the pilot program and shall

submit, not later than December 31, 2019, a final report that outlines the nature of the pilot program and the results of the department's evaluation under subsection (2)(b) of this section.

SECTION 3. ORS 279B.060 is amended to read: 279B.060. (1) A contracting agency may solicit and award a public contract for goods or services, or may award multiple public contracts for goods or services when specified in the request for proposals, by requesting and evaluating competitive sealed proposals.

(2) [The] A request for proposals must:(a) Specify a time and date by which sealed proposals must be received, and a place at which the proposals must be submitted. The contracting agency, in the contracting agency's sole discretion, may receive proposals by electronic means or may direct or permit proposers to submit proposals by electronic means.

(b) Specify the name and title of the person designated to receive proposals and the person the contracting agency designates as the contact person for

the procurement, if different.

- (c) Describe the procurement. In the description, the contracting agency shall identify the scope of work included within the procurement, outline the contractor's anticipated duties and set expectations for the contractor's performance. Unless the contractor is providing architectural, engineering, photogrammetric mapping, transportation planning or land surveying services or related services, as defined in ORS 279C.100, or unless the contracting agency for good cause specifies otherwise, the scope of work shall require the contractor to meet the highest standards prevalent in the industry or business most closely involved in providing the appropriate goods or services.
- (d) Specify a time, date and place for prequalification applications, if any, to be filed and the classes of work, if any, for which proposers must be pregualified in accordance with ORS 279B.120.

(e) State that the contracting agency may cancel the procurement or reject any or all proposals in

accordance with ORS 279B.100.

- (f) State that "Contractors shall use recyclable products to the maximum extent economically feasible in the performance of the contract work set forth in this document." if a state contracting agency issues the request for proposals.
- (g) Require the contractor or subcontractor to possess an asbestos abatement license, if required under ORS 468A.710.
- (h) Include all contractual terms and conditions applicable to the procurement. The contract terms and conditions shall specify clear consequences for a contractor's failure to perform the scope of work identified in the request for proposals or the contractor's failure to meet established performance standards. The consequences may include, but are not limited to:
  - (A) Reducing or withholding payment;

(B) Requiring the contractor to perform, at the contractor's expense, additional work necessary to perform the identified scope of work or meet the established performance standards; or

(C) Declaring a default, terminating the public contract and seeking damages and other relief available under the terms of the public contract or

other applicable law.

(3) The request for proposals also may:

(a) Identify contractual terms or conditions that the contracting agency reserves, in the request for proposals, for negotiation with proposers;

(b) Request that proposers propose contractual terms and conditions that relate to subject matter reasonably identified in the request for proposals;

- (c) Contain or incorporate the form and content of the contract that the contracting agency will accept, or suggest contract terms and conditions that nevertheless may be the subject of negotiations with
- (d) Announce the method the contracting agency will use to select the contractor, which may include, but is not limited to, negotiating with the highest ranked proposer, competitive negotiations, a multiple-tiered competition that is designed to identify a class of proposers that fall within a competitive range or to otherwise eliminate consideration a class of lower ranked proposers or a combination of methods, as authorized or prescribed by rules adopted under ORS 279A.065; and
- (e) Describe the manner in which the contracting agency will evaluate proposals, identifying the relative importance of price and other factors the contracting agency will use to evaluate and rate the proposals in the first tier of competition. If the contracting agency uses more than one tier of competitive evaluation, the request for proposals must describe the process the contracting agency will use to evaluate proposals in the subsequent tiers. If a state contracting agency conducts the procurement, the description under this paragraph must state that the state contracting agency in the evaluation shall weight the contract price that a prospective contractor proposes at not less than 30 percent of the total weight that the state contracting agency gives to all factors in the state contracting agency's final evaluation of a proposal.

(4)(a) The contracting agency may require proposal security in any form the contracting agency deems prudent. Proposal security [shall] must serve the same function with respect to requests for proposals as bid security serves with respect to invita-

tions to bid under ORS 279B.055.

(b) The contracting agency shall return the proposal security to all proposers upon the execution of the contract.

(c) The contracting agency shall retain the proposal security if a proposer who is awarded a contract fails to promptly and properly execute the contract. For purposes of this paragraph, prompt and proper execution of the contract includes all action by a proposer that is necessary to form a contract in accordance with the request for proposals, including posting performance security and submitting proof of insurance [when] if the request for proposals requires the submission. If contract negotiations or competitive negotiations are conducted, the failure, prior to award, of a contracting agency and a proposer to reach agreement does not constitute grounds for retaining proposal security.

(5) A contracting agency shall give public notice of the request for proposals [must be given] in the same manner as provided for public notice of invitations to bid in ORS 279B.055 (4).

(6)(a) Notwithstanding ORS 192.311 to 192.478, a **contracting agency may open** proposals [may be opened] in a manner [to avoid] that avoids disclosing contents to competing proposers during, when applicable, the process of negotiation, but the contracting agency shall record and make available the identity of all proposers as part of the contracting agency's public records after the proposals are opened. Notwithstanding ORS 192.311 to 192.478, proposals are not required to be open for public inspection until after the notice of intent to award a contract is issued. The fact that proposals are opened at a meeting, as defined in ORS 192.610, does not make the contents of the proposals subject to disclosure, regardless of whether the public body opening the proposals fails to give notice of or provide for an executive session for the purpose of opening proposals.

(b) Notwithstanding a requirement to make proposals open to public inspection after the contracting agency issues notice of intent to award a contract, a contracting agency may withhold from disclosure to the public materials included in a proposal that are exempt or conditionally exempt from disclosure under ORS 192.345 or 192.355.

(c) If a contracting agency cancels a request for proposals [is canceled] under ORS 279B.100 after receiving or rejecting proposals [are received or if a proposal is rejected], the contracting agency may return a proposal to the proposer that made the proposal. The contracting agency shall keep a list of returned proposals in the file for the solicitation.

(7) As provided in the request for proposals or in written addenda issued thereunder, the contracting agency, before or after opening proposals, may conduct site tours, demonstrations, individual or group discussions and other informational activities with proposers [before or after the opening of pro-posals] for the purpose of clarification to ensure full understanding of, and responsiveness to, the solicitation requirements or to consider and respond to requests for modifications of the proposal requirements. The contracting agency shall use procedures designed to accord proposers fair and equal treatment with respect to any opportunity for discussion and revision of proposals.

(8) For purposes of evaluation, when provided for in the request for proposals, the contracting agency may employ methods of contractor selection that in-

clude, but are not limited to:

(a) An award or awards based solely on the ranking of proposals;

(b) Discussions leading to best and final offers, in which the contracting agency may not disclose private discussions leading to best and final offers;

(c) Discussions leading to best and final offers, in which the contracting agency may not disclose information derived from proposals submitted by competing proposers;

(d) Serial negotiations, beginning with the high-

est ranked proposer;

(e) Competitive simultaneous negotiations;

(f) Multiple-tiered competition designed to identify, at each level, a class of proposers that fall within a competitive range or to otherwise eliminate from consideration a class of lower ranked proposers;

(g) A multistep request for proposals requesting the submission of unpriced technical submittals, and then later issuing a request for proposals limited to the proposers whose technical submittals the contracting agency had determined to be qualified under the criteria set forth in the initial request for proposals; or

(h) A combination of methods described in this subsection, as authorized or prescribed by rules

adopted under ORS 279A.065.

(9)(a) A state contracting agency, in evaluating a proposal under this section, shall weight the contract price that a prospective contractor proposes at not less than 30 percent of the total weight that the state contracting agency gives to all factors in the state contracting agency's final evaluation of a proposal. For purposes of this paragraph, a state contracting agency's final evaluation of a proposal is the final evaluative step the state contracting agency undertakes before deciding to issue a notice of intent to award a public contract, regardless of the specific method of contractor selection that the state contracting agency employs under subsection (8) of this section.

(b) The director or other head of a state contracting agency may waive the weighting requirement specified in paragraph (a) of this subsection if the director or other head determines in writing that a waiver is in the best interest of the state contracting agency. Unless the state contracting agency is the Secretary of State or the State Treasurer, the director or other head of the state contracting agency shall report in writing to the Director of the Oregon Department of Administrative Services each instance in which the director or other head waived the requirement and in the report shall outline the reasons for the waiver. The Secretary of State and the State Treasurer shall keep a written record of each waiver and the reasons for the waiver in the procurement file for the public contract.

[(9)] (10) Revisions of proposals may be permitted after the submission of proposals and before award

for the purpose of obtaining best offers or best and final offers.

[(10)] (11) After [the] opening [of] proposals, a contracting agency may issue or electronically post an addendum to the request for proposals that modifies the criteria, rating process and procedure for any tier of competition before the start of the tier to which the addendum applies. The contracting agency shall send an addendum that is issued by a method other than electronic posting to all proposers who are eligible to compete under the addendum. The contracting agency shall issue or post the addendum at least five days before the start of the subject tier of competition or as the contracting agency otherwise determines is adequate to allow eligible proposers to prepare for the competition in accordance with rules adopted under ORS 279A.065.

[(11)] (12) The cancellation of requests for proposals and the rejection of proposals must be in ac-

cordance with ORS 279B.100.

[(12)] (13) In [the] a request for proposals, [the] a contracting agency shall describe the methods by which the **contracting** agency will make the results of each tier of competitive evaluation available to the proposers who competed in the tier. The contracting agency shall include a description of the manner in which the proposers who are eliminated from further competition may protest or otherwise object to the contracting agency's decision.

[(13)] (14) [The] A contracting agency shall issue or electronically post the notice of intent to award described in ORS 279B.135 to each proposer who was

evaluated in the final competitive tier.

[(14)] (15) If [the] a contracting agency awards a contract, the contracting agency shall award the contract to the responsible proposer whose proposal the contracting agency determines in writing is the most advantageous to the contracting agency based on the evaluation process and evaluation factors described in this section and in the request for proposals, applicable preferences described in ORS 279A.120 and 279A.125 and, when applicable, the outcome of any negotiations authorized by the request for proposals. Other factors may not be used in the evaluation. [When] If the request for proposals specifies or authorizes awarding multiple public contracts, the contracting agency shall award public contracts to the responsible proposers who qualify for the award of a contract under the terms of the request for proposals.

[(15)] (16) [The] A contracting agency may issue a request for information, a request for interest, a request for qualifications or other preliminary documents to obtain information useful in preparing a

request for proposals.

[(16)] (17) Before executing a contract solicited under this section, a contracting agency shall obtain the proposer's agreement to perform the scope of work and meet the performance standards set forth in the final negotiated scope of work.

**SECTION 4.** ORS 279B.060, as amended by section 3 of this 2018 Act, is amended to read:

279B.060. (1) A contracting agency may solicit and award a public contract for goods or services, or may award multiple public contracts for goods or services when specified in the request for proposals, by requesting and evaluating competitive sealed proposals.

(2) A request for proposals must:

(a) Specify a time and date by which sealed proposals must be received, and a place at which the proposals must be submitted. The contracting agency, in the contracting agency's sole discretion, may receive proposals by electronic means or may direct or permit proposers to submit proposals by electronic means.

(b) Specify the name and title of the person designated to receive proposals and the person the contracting agency designates as the contact person for

the procurement, if different.

- (c) Describe the procurement. In the description, the contracting agency shall identify the scope of work included within the procurement, outline the contractor's anticipated duties and set expectations for the contractor's performance. Unless the contractor is providing architectural, engineering, photogrammetric mapping, transportation planning or land surveying services or related services, as defined in ORS 279C.100, or unless the contracting agency for good cause specifies otherwise, the scope of work shall require the contractor to meet the highest standards prevalent in the industry or business most closely involved in providing the appropriate goods or services.
- (d) Specify a time, date and place for prequalification applications, if any, to be filed and the classes of work, if any, for which proposers must be prequalified in accordance with ORS 279B.120.

(e) State that the contracting agency may cancel the procurement or reject any or all proposals in

accordance with ORS 279B.100.

- (f) State that "Contractors shall use recyclable products to the maximum extent economically feasible in the performance of the contract work set forth in this document." if a state contracting agency issues the request for proposals.
- (g) Require the contractor or subcontractor to possess an asbestos abatement license, if required under ORS 468A.710.
- (h) Include all contractual terms and conditions applicable to the procurement. The contract terms and conditions shall specify clear consequences for a contractor's failure to perform the scope of work identified in the request for proposals or the contractor's failure to meet established performance standards. The consequences may include, but are not limited to:

(A) Reducing or withholding payment;

- (B) Requiring the contractor to perform, at the contractor's expense, additional work necessary to perform the identified scope of work or meet the established performance standards; or
- (C) Declaring a default, terminating the public contract and seeking damages and other relief

available under the terms of the public contract or other applicable law.

(3) The request for proposals also may:

(a) Identify contractual terms or conditions that the contracting agency reserves, in the request for proposals, for negotiation with proposers;

(b) Request that proposers propose contractual terms and conditions that relate to subject matter reasonably identified in the request for proposals;

- (c) Contain or incorporate the form and content of the contract that the contracting agency will accept, or suggest contract terms and conditions that nevertheless may be the subject of negotiations with proposers;
- (d) Announce the method the contracting agency will use to select the contractor, which may include, but is not limited to, negotiating with the highest ranked proposer, competitive negotiations, a multiple-tiered competition that is designed to identify a class of proposers that fall within a competitive range or to otherwise eliminate from consideration a class of lower ranked proposers or a combination of methods, as authorized or prescribed by rules adopted under ORS 279A.065; and
- (e) Describe the manner in which the contracting agency will evaluate proposals, identifying the relative importance of price and other factors the contracting agency will use to evaluate and rate the proposals in the first tier of competition. If the contracting agency uses more than one tier of competitive evaluation, the request for proposals must describe the process the contracting agency will use to evaluate proposals in the subsequent tiers. [If a state contracting agency conducts the procurement, the description under this paragraph must state that the state contracting agency in the evaluation shall weight the contract price that a prospective contractor pro-poses at not less than 30 percent of the total weight that the state contracting agency gives to all factors in the state contracting agency's final evaluation of a proposal.]
- (4)(a) The contracting agency may require proposal security in any form the contracting agency deems prudent. Proposal security must serve the same function with respect to requests for proposals as bid security serves with respect to invitations to bid under ORS 279B.055.
- (b) The contracting agency shall return the proposal security to all proposers upon the execution of the contract.
- (c) The contracting agency shall retain the proposal security if a proposer who is awarded a contract fails to promptly and properly execute the contract. For purposes of this paragraph, prompt and proper execution of the contract includes all action by a proposer that is necessary to form a contract in accordance with the request for proposals, including posting performance security and submitting proof of insurance if the request for proposals requires the submission. If contract negotiations or competitive negotiations are conducted, the failure, prior to award, of a contracting agency and a

proposer to reach agreement does not constitute grounds for retaining proposal security.

(5) A contracting agency shall give public notice of the request for proposals in the same manner as provided for public notice of invitations to bid in ORS 279B.055 (4).

(6)(a) Notwithstanding ORS 192.311 to 192.478, a contracting agency may open proposals in a manner that avoids disclosing contents to competing proposers during, when applicable, the process of negotiation, but the contracting agency shall record and make available the identity of all proposers as part of the contracting agency's public records after the proposals are opened. Notwithstanding ORS 192.311 to 192.478, proposals are not required to be open for public inspection until after the notice of intent to award a contract is issued. The fact that proposals are opened at a meeting, as defined in ORS 192.610, does not make the contents of the proposals subject to disclosure, regardless of whether the public body opening the proposals fails to give notice of or provide for an executive session for the purpose of opening proposals.

(b) Notwithstanding a requirement to make proposals open to public inspection after the contracting agency issues notice of intent to award a contract, a contracting agency may withhold from disclosure to the public materials included in a proposal that are exempt or conditionally exempt from

disclosure under ORS 192.345 or 192.355.

(c) If a contracting agency cancels a request for proposals under ORS 279B.100 after receiving or rejecting proposals, the contracting agency may return a proposal to the proposer that made the proposal. The contracting agency shall keep a list of returned

proposals in the file for the solicitation.

- (7) As provided in the request for proposals or in written addenda issued thereunder, the contracting agency, before or after opening proposals, may conduct site tours, demonstrations, individual or group discussions and other informational activities with proposers for the purpose of clarification to ensure full understanding of, and responsiveness to, the solicitation requirements or to consider and respond to requests for modifications of the proposal requirements. The contracting agency shall use procedures designed to accord proposers fair and equal treatment with respect to any opportunity for discussion and revision of proposals.
- (8) For purposes of evaluation, when provided for in the request for proposals, the contracting agency may employ methods of contractor selection that include, but are not limited to:
- (a) An award or awards based solely on the ranking of proposals;
- (b) Discussions leading to best and final offers, in which the contracting agency may not disclose private discussions leading to best and final offers;
- (c) Discussions leading to best and final offers, in which the contracting agency may not disclose information derived from proposals submitted by competing proposers;

(d) Serial negotiations, beginning with the highest ranked proposer;

(e) Competitive simultaneous negotiations;

(f) Multiple-tiered competition designed to identify, at each level, a class of proposers that fall within a competitive range or to otherwise eliminate from consideration a class of lower ranked proposers;

(g) A multistep request for proposals requesting the submission of unpriced technical submittals, and then later issuing a request for proposals limited to the proposers whose technical submittals the contracting agency had determined to be qualified under the criteria set forth in the initial request for proposals; or

(h) A combination of methods described in this subsection, as authorized or prescribed by rules

adopted under ORS 279A.065.

[(9)(a) A state contracting agency, in evaluating a proposal under this section, shall weight the contract price that a prospective contractor proposes at not less than 30 percent of the total weight that the state contracting agency gives to all factors in the state contracting agency's final evaluation of a proposal. For purposes of this paragraph, a state contracting agency's final evaluation of a proposal is the final evaluative step the state contracting agency undertakes before deciding to issue a notice of intent to award a public contract, regardless of the specific method of contractor selection that the state contracting agency employs under subsection (8) of this section.]

[(b) The director or other head of a state contracting agency may waive the weighting requirement specified in paragraph (a) of this subsection if the director or other head determines in writing that a waiver is in the best interest of the state contracting agency. Unless the state contracting agency is the Secretary of State or the State Treasurer, the director or other head of the state contracting agency shall report in writing to the Director of the Oregon Department of Administrative Services each instance in which the director or other head waived the requirement and in the report shall outline the reasons for the waiver. The Secretary of State and the State Treasurer shall keep a written record of each waiver and the reasons for the waiver in the procurement file for the public contract.]

[(10)] (9) Revisions of proposals may be permitted after the submission of proposals and before award for the purpose of obtaining best offers or best and

final offers.

[(11)] (10) After opening proposals, a contracting agency may issue or electronically post an addendum to the request for proposals that modifies the criteria, rating process and procedure for any tier of competition before the start of the tier to which the addendum applies. The contracting agency shall send an addendum that is issued by a method other than electronic posting to all proposers who are eligible to compete under the addendum. The contracting agency shall issue or post the addendum at least five days before the start of the subject tier of competi-

tion or as the contracting agency otherwise determines is adequate to allow eligible proposers to prepare for the competition in accordance with rules adopted under ORS 279A.065.

[(12)] (11) The cancellation of requests for proposals and the rejection of proposals must be in accordance with ORS 279B.100.

[(13)] (12) In a request for proposals, a contracting agency shall describe the methods by which the contracting agency will make the results of each tier of competitive evaluation available to the proposers who competed in the tier. The contracting agency shall include a description of the manner in which the proposers who are eliminated from further competition may protest or otherwise object to the contracting agency's decision.

[(14)] (13) A contracting agency shall issue or electronically post the notice of intent to award described in ORS 279B.135 to each proposer who was

evaluated in the final competitive tier.

[(15)] (14) If a contracting agency awards a contract, the contracting agency shall award the contract to the responsible proposer whose proposal the contracting agency determines in writing is the most advantageous to the contracting agency based on the evaluation process and evaluation factors described in this section and in the request for proposals, applicable preferences described in ORS 279A.120 and 279A.125 and, when applicable, the outcome of any negotiations authorized by the request for proposals. Other factors may not be used in the evaluation. If the request for proposals specifies or authorizes awarding multiple public contracts, the contracting agency shall award public contracts to the responsible proposers who qualify for the award of a contract under the terms of the request for proposals.

[(16)] (15) A contracting agency may issue a request for information, a request for interest, a request for qualifications or other preliminary documents to obtain information useful in preparing

a request for proposals.

[(17)] (16) Before executing a contract solicited under this section, a contracting agency shall obtain the proposer's agreement to perform the scope of work and meet the performance standards set forth in the final negotiated scope of work.

**SECTION 5.** ORS 279B.145 is amended to read: 279B.145. [The determinations] A determination under ORS 279B.030, 279B.033, 279B.036, 279B.055 (3) and (7), 279B.060 (4) and [(14)] (15), 279B.075, 279B.080, 279B.085 and 279B.110 [are] is final and conclusive unless [they are] the determination is clearly erroneous, arbitrary, capricious or contrary to law.

SECTION 6. ORS 279B.145, as amended by section 5 of this 2018 Act, is amended to read:

279B.145. A determination under ORS 279B.030, 279B.033, 279B.036, 279B.055 (3) and (7), 279B.060 (4) and [(15)] (14), 279B.075, 279B.080, 279B.085 and 279B.110 is final and conclusive unless the determination is clearly erroneous, arbitrary, capricious or contrary to law.

SECTION 7. Section 2 of this 2018 Act and the amendments to ORS 279B.060 and 279B.145 by sections 3 and 5 of this 2018 Act apply to public contracts that a contracting agency has advertised or otherwise solicited, or if the contracting agency has not advertised or solicited the public contract, to public contracts into which the contracting agency enters on or after the operative date specified in section 8 (1) of this 2018 Act and before the operative date specified in section 8 (2) of this 2018 Act.

SECTION 8. (1) Section 2 of this 2018 Act and the amendments to ORS 279B.060 and 279B.145 by sections 3 and 5 of this 2018 Act become operative on January 1, 2019.

(2) The amendments to ORS 279B.060 and 279B.145 by sections 4 and 6 of this 2018 Act be-

come operative on January 2, 2020.

(3) The Attorney General, the Director of the Oregon Department of Administrative Services, the Director of Transportation and a contracting agency that adopts rules under ORS 279A.065 or 279A.070 may adopt rules and take any other action before the operative date specified in subsection (1) of this section that is necessary to enable the Attorney General, the director or the contracting agency, on and after the operative date specified in subsection (1) of this section, to undertake or exercise all of the duties, functions and powers conferred on the Attorney General, the director or the contracting agency under section 2 of this 2018 Act and the amendments to ORS 279B.060 and 279B.145 by sections 3 and 5 of this 2018 Act.

SECTION 9. Section 2 of this 2018 Act is repealed on January 2, 2020.

SECTION 10. This 2018 Act takes effect on the 91st day after the date on which the 2018 regular session of the Seventy-ninth Legislative Assembly adjourns sine die.

Approved by the Governor April 3, 2018 Filed in the office of Secretary of State April 3, 2018 Effective date June 2, 2018