COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

Contract Number: VTG-3231-2026

This contract entered into this 11th day of June 2026 by Quartzy Inc. hereinafter called the "Contractor" and Commonwealth of Virginia, Virginia Polytechnic Institute and State University called "Virginia Tech."

WITNESSETH that the Contractor and Virginia Tech, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide Research and Industrial Equipment & Supplies to Virginia Tech as set forth in the Contract Documents.

PERIOD OF CONTRACT: From July 1, 2026 through June 30, 2028 with the option for four (4) two-year renewals.

COMPENSATION AND METHOD OF PAYMENT: The Contractor shall be paid by Virginia Tech in accordance with the Contract Documents.

CONTRACT DOCUMENTS: The Contract Documents shall consist of this signed contract, the VHEPC PAC Agreement, Request for Proposal (RFP) number 952642607 dated June 11, 2026, together with Addendum Number 1 To RFP dated April 24, 2026, the proposal submitted by the Contractor dated May 11, 2026 and the negotiation summary, all of which Contract Documents are incorporated herein.

ELECTRONIC TRANSACTIONS: If this paragraph is initialed by both parties, to the fullest extent permitted by Code of Virginia, Title 59.1, Chapter 42.1, the parties do hereby expressly authorize and consent to the use of electronic signatures as an additional method of signing and/or initialing this contract and agree electronic signatures (for example, the delivery of a PDF copy of the signature of either party via facsimile or electronic mail or signing electronically by utilizing an electronic signature service) are the same as manual executed handwritten signatures for the purposes of validity, enforceability and admissibility.

Initial DS
JW RN
(Initials)

In WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

Contractor By: Signed by: Jonathan Wan C03BA36ECB8B437...
(Signature)
Jonathan Wan VP Finance and Operations
Name and Title

Virginia Tech By: DocuSigned by: Reed Nagel 5EF51DA320D049B...
Reed Nagel
Assistant Vice President and
Director of Procurement

AGREEMENT
PUBLICLY ACCESSIBLE CONTRACT

This Agreement executed this 11th day of June 2026 by and between Virginia Polytechnic Institute and State University ("the University") and Quartzy Inc. ("Supplier").

TERM

The term of this Publicly Accessible Contract ("PAC") shall remain in effect until the expiration or termination of the Primary Agreement.

WITNESS

WHEREAS, the University and Supplier have executed an agreement, VTG-3231-2026 dated June 11, 2026 (the "Primary Agreement"), and included in the Primary Agreement is a third party access / cooperative procurement clause. Now therefore, the University and Supplier agree to the specific terms that will allow third-party access to the Primary Agreement, and based on other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

I. Supplier will:

   A. Allow third parties to obtain goods and services from Supplier in accordance with the terms and pricing of the Primary Agreement ("Third-Party Access").
   B. Pay the Virginia Higher Education Procurement Consortium ("Consortium") one percent (1%) of all revenue received by Supplier from non-Consortium entities through Third-Party Access (the "PAC Annual Fee"). The PAC Annual Fee will be paid in exchange for marketing services provided by the University and the Consortium described in Section II.
   C. Fully support this marketing relationship by promoting the availability of the Third Party Access to non-Consortium entities; and
   D. Provide quarterly reports detailing the amount of revenue received from non-Consortium entities through Third-Party Access.

II. The University will ensure the Consortium:

   A. Promotes the Primary Agreement and Third-Party Access on its website and through other channels (e.g., conferences) to non-Consortium members; and
   B. Maintains a Supplier-approved version of the Supplier's logo on the Consortium website.

III. Payment

A. Supplier shall remit the PAC Annual Fee to the Consortium no later than August 31st of each year. The University and Consortium will share the payments equally and allocate payments to the appropriate accounts.

If the Primary Agreement expires or terminates before August 31st, Supplier shall remit the PAC Annual Fee no later than 45 calendar days from expiration or termination date of the Primary Agreement.

B. Supplier shall remit the PAC Annual Fee by check in U.S. dollars. Checks will be made payable to the University of Virginia and sent to:

Procurement Office Manager
Procurement and Supplier Diversity Services
University of Virginia, Carruthers Hall
PO Box 400202
1001 N. Emmet Street
Charlottesville, VA 22904

Note ‘PAC payment’ on check.

IV. Notices

Any notice required or permitted to be given under this Agreement will be in writing and will be deemed duly given: (1) if delivered personally, when received; (2) if sent by recognized overnight courier service, on the date of the receipt provided by such courier service; (3) if sent by registered mail, postage prepaid, return receipt requested, on the date shown on the signed receipt: or (4) if sent by electronic mail, on the next business day of the receiver. All such notices will be addressed to a party at such party’s address as shown below.

If to the University:

Reed Nagel, Director of Procurement
procurement@vt.edu
540-231-6221
300 Turner Street NW Suite 2100
Blacksburg, VA 24061

If to Supplier:

Name: Jonathan Wan
Address: 28321 Industrial Blvd., Hayward, CA 94545
Email: jonathan.wan@quartzy.com

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ACCEPTANCE

For
Virginia Polytechnic Institute
& State University

DocuSigned by:
Reed Nagel
5EF51DA320D049B...
Reed Nagel
Director of Procurement

7/13/2026
Date

For Supplier

Signed by:
Jonathan Wan
C03BA36ECB8B437...
Name: Jonathan Wan
Title: VP Finance and Operations

6/25/2026
Date

Agreement #: VTG-3231-2026-PAC

Request for Proposal # 952642607

For

Research & Industrial Equipment and Supplies

April 10, 2026

Note: This public body does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

RFP # 952642607, Research & Industrial Equipment and Supplies

INCLUDE THIS PAGE WITH YOUR PROPOSAL, SIGNATURE AT SUBMISSION IS REQUIRED

DUE DATE: Proposals will be received until **May 11th, 2026 at 3:00 PM**. Failure to submit proposals to the correct location by the designated date and hour will result in disqualification.

INQUIRIES: All inquiries for information regarding this solicitation should be directed to Levi Henry, Phone: (540) 231-7852 e-mail: lhenry29@vt.edu. All inquiries will be answered in the form of an addendum. Inquiries must be submitted by 3:00 PM on April 24, 2026. Inquiries must be submitted to the procurement officer identified in this solicitation.

PROPOSAL SUBMISSION:

****Please note, proposal submission procedures have changed effective March 2023.***

Proposals may NOT be hand delivered to the Procurement Office.

Proposals should be submitted electronically through Virginia Tech's procurement portal. This portal allows you access to view business opportunities and submit bids and proposals to Virginia Tech digitally and securely.

Proposals must be submitted electronically at:
https://bids.sciquest.com/apps/Router/PublicEvent?CustomerOrg=VATech

Vendors will need to register through this procurement portal, hosted by Jaggaer. **It is encouraged for all vendors to register prior to the proposal submission deadline to avoid late submissions**. Registration is easy and free. If you have any challenges with the registration process, please contact Jaggaer Support at 1-800-233-1121 or procurement@vt.edu.

Click on the opportunity and log in to your vendor account to begin preparing your submission. Upon completion, you will receive a submission receipt email confirmation. Virginia Tech will not confirm receipt of proposals. It is the responsibility of the offeror to make sure their proposal is delivered on time.

Hard copy or email proposals will not be accepted. Late proposals will not be accepted, nor will additional time be granted to any individual Vendor.

Attachments must be smaller than 50MB in order to be received by the University.

In compliance with this Request For Proposal and to all the conditions imposed therein and hereby incorporated by reference, the undersigned offers and agrees to furnish the goods or services in accordance with the attached signed proposal and as mutually agreed upon by subsequent negotiation.

AUTHORIZED SIGNATURE: ______________________________ Date: ___________________________

[INCLUDE THIS PAGE]

I. PURPOSE:

A. Background: The Virginia Higher Education Procurement Consortium (VHEPC), on behalf of participating member institutions, is issuing this Request for Proposal (RFP) as part of a coordinated R&D sourcing initiative designed to modernize and streamline research-related contract coverage.

VHEPC represents public institutions of higher education and seeks to establish competitively awarded, category-based contracts that support the diverse and evolving research needs of its members. These contracts are intended for use by VHEPC participating institutions and may also serve as nationally accessible cooperative contracts for eligible public agencies that elect to utilize them.

Historically, research-related procurements have often been addressed through individual contract actions or sole-source justifications based on specialized needs. This initiative replaces fragmented approaches with structured, transparent, and scalable competitive procurement aligned to defined R&D categories.

The objective of this RFP is to establish a pool of qualified firms within the specified category that can provide reliable, compliant, and cost-effective solutions to VHEPC members while maintaining flexibility necessary for research environments.

This RFP is targeted for offerors providing research and industrial supplies used across research and instructional environments as well as industrial applications. This includes general lab consumables, operating supplies, basic laboratory support items, industrial machinery and supplies, etc.

B. Coordinated Multi-Institution Model
Multiple R&D RFPs are being issued concurrently by designated lead institutions within VHEPC. Each RFP corresponds to a distinct and clearly defined category of goods or services.

Each participating institution serves as the issuing authority for its assigned category. However, awarded contracts are intended for use by eligible VHEPC members in accordance with the terms of each solicitation.

This coordinated approach:
- Distributes administrative responsibility across institutions
- Aligns evaluation with subject-matter expertise
- Replaces numerous individual contracts with structured category-based coverage
- Preserves continuity of research operations

C. Category-Based Structure
This RFP corresponds to the following category: **Research and Industrial Supplies.**

Each category is defined based on the primary value delivered, whether capital equipment, consumable products, regulated research inputs, labor-based services, or software platforms.

Category definitions are consistent across all coordinated RFPs to ensure clarity and prevent duplication.

D. Vendor Response Guidance (Important)

Vendors are advised that multiple R&D RFPs are being issued simultaneously under this coordinated initiative.

To prevent duplication and ensure efficient evaluation:

- Vendors should submit a proposal in response to only one RFP category.
- Vendors offering products or services that could reasonably align with more than one category should select the RFP that best represents their primary line of business.
- Vendors should not submit identical or substantially similar proposals to multiple RFPs under this initiative.

If a vendor is uncertain which category is most appropriate, the vendor is strongly encouraged to contact Ryan Balber, VHEPC Director at rbalber@virginia.edu for guidance. VHEPC reserves the right to redirect or reassign proposals if a submission is clearly misaligned with the category scope.

E. Scope Intent

This RFP is intended to establish competitively awarded contracts within the defined category to:

- Reduce reliance on sole-source justifications
- Improve transparency and audit defensibility
- Provide predictable and sustainable contract coverage
- Support diverse and evolving research needs across participating institutions

The resulting contracts are not intended to limit research flexibility, but rather to provide structured, compliant procurement pathways.

F. Coordination and Consistency

While issued by a designated lead institution, this RFP is part of a broader, coordinated VHEPC initiative. Category definitions, evaluation principles, and vendor response guidance are aligned across all related solicitations.

This structure ensures vendors experience a unified and organized market approach despite multiple issuing institutions.

G. Open Enrollment/Additional Opportunities

This RFP establishes an initial award group. Following the initial award, the University reserves the right to open an additional RFP at its sole discretion to establish additional agreements for these goods and/or services, which may occur annually or as operationally needed.

During any subsequent open enrollment period:

- Firms not previously awarded may submit proposals.
- Proposals will be evaluated using the same published criteria.
- Additional contracts may be awarded to qualified Firms.

II. SWaM BUSINESS PARTICIPATION:

The mission of the Virginia Tech supplier opportunity program is to foster opportunity in the university supply chain and accelerate economic growth in our local communities through the engagement and empowerment of high quality and cost competitive SWaM, and local suppliers. Virginia Tech encourages prime suppliers, contractors, and service providers to facilitate participation through partnerships, joint ventures, subcontracts, and other inclusive and innovative relationships.

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For more information, please visit: https://www.sbsd.virginia.gov/

III. CONTRACT PERIOD:

The term of this contract is for two years, or as negotiated. There will be an option for four (4) two-year renewals, or as negotiated.

IV. EVA BUSINESS-TO-GOVERNMENT ELECTRONIC PROCUREMENT SYSTEM:

The eVA Internet electronic procurement solution streamlines and automates government purchasing activities within the Commonwealth of Virginia. Virginia Tech, and other state agencies and institutions, have been directed by the Governor to maximize the use of this system in the procurement of goods and services. *We are, therefore, requesting that your firm register as a vendor within the eVA system.*

There are transaction fees involved with the use of eVA. These fees must be considered in the provision of quotes, bids and price proposals offered to Virginia Tech. Failure to register within the eVA system may result in the quote, bid or proposal from your firm being rejected and the award made to another vendor who is registered in the eVA system.

Registration in the eVA system is accomplished on-line. Your firm must provide the necessary information. Please visit the eVA website portal at http://www.eva.virginia.gov/pages/eva-registration-buyer-vendor.htm and **register both with eVA and Ariba**. *This process needs to be completed before Virginia Tech can issue your firm a Purchase Order or contract.* If your firm conducts business from multiple geographic locations, please register these locations in your initial registration.

For registration and technical assistance, reference the eVA website at: https://eva.virginia.gov/, or call 866-289-7367 or 804-371-2525.

V. CONTRACT PARTICIPATION:

It is the intent of this solicitation and resulting contract to allow for cooperative procurement. Accordingly, any public body, public or private health or educational institutions, or Virginia Tech's affiliated corporations and/or partnerships may access any resulting contract if authorized by the contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor, the resultant contract may be extended to the entities indicated above to purchase at contract prices in accordance with contract terms. The Contractor shall notify Virginia Tech in writing of any such entities accessing the contract, if requested. No modification of this contract or execution of a separate contract is required to participate. The Contractor will provide semi-annual usage reports for all entities accessing the Contract, as requested. Participating entities shall place their own orders directly with the Contractor and shall fully and independently administer their use of the contract to include contractual disputes, invoicing and payments without direct administration from Virginia Tech. Virginia Tech shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that Virginia Tech is not responsible for the acts or omissions of any entity, and will not be considered in default of the contract no matter the circumstances.

Use of this contract does not preclude any participating entity from using other contracts or competitive processes as the need may be.

VI. STATEMENT OF NEEDS/SCOPE OF WORK:

A. Discounts/Logistics: Deep discounts off list are expected. Except for special handling, prices should be inclusive of delivery (FOB Destination).

B. Sales representation: Provide a plan for sales representation. We recognize that not all institution accounts will warrant full-time on-campus representation. Provide a narrative on how you propose to provide this service.

C. Product Satisfaction: The Contractor should act as a customer advocate and coordinator for communications and is responsible for performance and problem resolution. Customer satisfaction will be a determining factor in measuring the Contractor's performance.

D. Warranty: All products purchased under this contract will minimally include the Original Equipment Manufacturer's warranty which will pass directly to Virginia Tech. Products which fail after acceptance and installation will be covered under warranty. Products which are inoperative at installation will either be replaced by the Contractor or repaired under warranty. The decision to replace such products or accept warranty repair will be at the sole discretion of Virginia Tech, except in the event Virginia Tech fails to provide timely notice of product failure to the Contractor. The Contractor should provide contact information for requests for warranty services for all equipment sold under the contract. Any maintenance agreements available from the Contractor should be provided to Virginia Tech as an option and priced as discounted off list price.

E. Sustainability: The Contractor is encouraged to address environmental concerns related to the purchase of recycled products, reductions of operating and maintenance costs, improved energy efficiencies, reduction of waste, use of 'green' products, and efforts to reduce consumption of energy, water, and materials.

F. Minimum Order: There shall be no minimum order requirement.

G. Quarterly Reporting Requirements

1. Reporting Obligation
   The awarded Contractor shall provide quarterly sales reports to VHEPC for the duration of the contract.

   Reports are mandatory regardless of sales volume and must be submitted even if there were no purchases during the reporting period (in which case a “zero sales” report shall be submitted).

   Reports shall be submitted electronically no later than thirty (30) calendar days following the end of each calendar quarter.

2. Reporting Format
   All reports must be submitted using the VHEPC Unified Quarterly Reporting Template provided as an attachment to this RFP.

Contractors shall not modify the structure, column order, or formatting of the template. Alternative reporting formats will not be accepted.

The template includes:
- A “Quarterly Reporting” tab for VHEPC member purchases
- A “Non-Member Reporting” tab for purchases made by entities accessing the contract under the Publicly Accessible Contract (PAC) structure

3. Member Reporting Requirement
The “Quarterly Reporting” tab shall include item-level detail for all purchases made by VHEPC participating institutions during the reporting period.

Each transaction line shall include, at minimum:
- University
- PO Number
- Order Date
- Invoice Number
- Invoice Date
- Department
- Vendor SKU (if applicable)
- Product Category
- Item Description or Service Description
- Manufacturer Name (if applicable)
- Manufacturer Number (if applicable)
- Unit of Measure
- MSRP (if applicable)
- Contract Price
- Net Price
- Quantity (or Hours for services)
- Extended Volume (total invoiced amount)

Summary-only reporting is not acceptable.

4. Non-Member (PAC) Reporting Requirements
If the Contractor elects to permit third-party access under the Publicly Accessible Contract (PAC) structure, the Contractor shall also complete the “Non-Member Reporting” tab.

The Non-Member Report shall include all item-level transactions associated with non-VHEPC entities that accessed the contract during the reporting period.
The Non-Member Report shall serve as the basis for PAC Annual Fee calculation in accordance with the PAC Agreement.

If no non-member sales occurred, the Contractor shall indicate “No Sales” on the Non-Member Reporting tab.

5. Submission Method
Quarterly reports shall be submitted electronically to:

VHEPC Contract Administrator
Anu Mathew
amathew@virginia.edu

Reports must be submitted in Excel format and shall clearly identify in the title of the excel file:

- Vendor Name
- Contract Number
- Reporting Period (Quarter Ending)

6. Use of Reported Data

Reported data may be used by VHEPC for:

- Spend analysis and reporting
- Pricing consistency review
- Identification of cost savings opportunities
- Contract performance monitoring
- PAC Annual Fee verification

Reported data will be treated as confidential to the extent permitted by applicable law.

7. Failure to Comply

Failure to provide accurate and timely quarterly reporting may result in:

- Withholding of contract renewal or extension
- Suspension of third-party access privileges
- Audit review
- Termination for default in cases of repeated non-compliance

H. Publicly Accessible Contract (PAC) Requirement (see **ATTACHMENT C** for PAC Agreement)

1. Mandatory Execution of PAC Agreement

As a condition of award, all Offerors awarded a contract under this RFP shall execute the VHEPC Publicly Accessible Contract ("PAC") Agreement.

Execution of the PAC Agreement is mandatory and is not subject to post-award negotiation.

The PAC Agreement shall be incorporated by reference into the resulting contract.

2. Optional Third-Party Access

The PAC Agreement provides a mechanism through which eligible public entities that are not VHEPC participating institutions may elect to access the awarded contract.

Participation in third-party access is voluntary for the awarded Contractor.

An awarded Contractor may elect whether to permit third-party access under the PAC structure. Such election shall be documented at the time of contract execution or amended thereafter by mutual agreement.

No guarantee of third-party usage is made or implied.

3. PAC Annual Fee

If an awarded Contractor elects to permit third-party access and receives revenue from non-VHEPC entities under the PAC structure, the Contractor shall remit a Publicly Accessible Contract Annual Fee equal to one percent (1%) of revenue received from such non-VHEPC entities, in accordance with the PAC Agreement.

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The PAC Annual Fee:
- Applies only to revenue received from non-VHEPC entities utilizing third-party access
- Does not apply to purchases made by VHEPC participating institutions
- Shall not be invoiced or passed through as a separate line item to participating institutions

Offerors shall incorporate any anticipated PAC-related costs into their proposed pricing.

4. Reporting and Reconciliation
Contractors electing to permit third-party access shall submit quarterly Non-Member (PAC) reports in accordance with the RFP Reporting Requirements section.

Reported data shall serve as the basis for PAC Annual Fee calculation.

VHEPC reserves the right to reconcile reported revenue against PAC fee remittance.

5. Future Open Enrollment Applicability
All firms awarded under future open enrollment generations of this RFP shall be subject to the same PAC execution requirement.

VII. PROPOSAL PREPARATION AND SUBMISSION:

A. Specific Requirements

Proposals should be as thorough and detailed as possible so that Virginia Tech may properly evaluate your capabilities to provide the required goods or services. Offerors are required to submit the following information/items as a complete proposal:

1. Provide a summary overview of the company, including qualifications and experiences, geographical operations, unique services provided to the higher education marketplace and any envisioned company changes including planned technological advances and acquisitions.

2. List all contact information for ordering, invoicing, customer service, etc.

3. Describe delivery options and policies including special handling charges, installation and training if required for the items being offered. **All orders shall be FOB destination**. Include information regarding delivery costs and/or free delivery. Specify costs in Attachment B Pricing Schedule.

4. Specify typical turnaround time for delivery (standard, rush, etc.) for the items being offered.

5. Describe return policy (including replacement of defective, broken, or damaged items) and identify any associated costs. Any costs to be specified in **Attachment B Pricing Schedule**.

6. Provide sample quote and invoice. Quotes shall include manufacturer list price and contracted discount price.

7. Identify any other goods or services offered to Virginia Tech and associated costs as specified in **Attachment B Pricing Schedule**.

8. Participation of SWaM Business:

   If your business cannot be classified as SWaM, describe your plan for utilizing SWaM subcontractors if awarded a contract. Describe your ability to provide reporting on SWaM subcontracting spend when requested. If your firm or any business that you plan to subcontract with can be classified as SWaM, but has not been certified by the Virginia Department of Small Business and Supplier Diversity (SBSD), it is expected that the certification process will be initiated no later than the time of the award. If your firm is currently certified, you agree to maintain your certification for the life of the contract. For assistance with SWaM certification, visit the SBSD website at http://www.sbsd.virginia.gov/

9. The return of the Submission Instruction page and addenda, if any, signed and filled out as required.

D. General Requirements

1. RFP Response: In order to be considered for selection, Offerors shall submit a complete response to this RFP to include;

   a. **One (1) electronic document** in WORD format or searchable PDF of the entire proposal as one document, INCLUDING ALL ATTACHMENTS must be uploaded through the Virginia Tech online submission portal. Refer to page 2 for instructions.

      Any proprietary information should be clearly marked in accordance with 2.d. below.

   b. Should the proposal contain **proprietary information**, provide **one (1) redacted electronic copy** of the proposal and attachments **with proprietary portions removed or blacked out**. This redacted copy should follow the same upload procedures as described on Page 1 of this RFP. This redacted copy should be clearly marked *"Redacted Copy"* within the name of the document. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable. Virginia Tech shall not be responsible for the Contractor's failure to exclude proprietary information from this redacted copy.

      No other distribution of the proposals shall be made by the Offeror.

2. Proposal Preparation:

   a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in Virginia Tech requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by Virginia Tech at its discretion. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.

   b. Proposals should be prepared simply and economically providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be on completeness and clarity of content.

   c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the

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proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, subletter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and subletter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at an appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.

d. Ownership of all data, material and documentation originated and prepared for Virginia Tech pursuant to the RFP shall belong exclusively to Virginia Tech and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act. However, to prevent disclosure the Offeror must invoke the protections of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data or other materials is submitted. The written request must specifically identify the data or other materials to be protected and state the reasons why protection is necessary. -The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and may result in rejection of the proposal.

3. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to Virginia Tech.—This will provide an opportunity for the Offeror to clarify or elaborate on the proposal but will in no way change the original proposal. Virginia Tech will schedule the time and location of these presentations. Oral presentations are an option of Virginia Tech and may not be conducted. Therefore, proposals should be complete.

VIII. SELECTION CRITERIA AND AWARD:

A. Selection Criteria

Proposals will be evaluated by Virginia Tech using the following:

Criteria	Maximum Point Value
1. Quality of products/services offered and suitability for the intended purposes	25
2. Qualifications and experiences of Offeror in providing the goods/services	25
3. Specific plans or methodology to be used to provide the Services	25
4. Cost (or Price)	15
5. Participation of SWaM Business	10
Total	100

B. Award

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 evaluation factors included in the Request for Proposal, including price, if so stated in the Request for Proposal. Negotiations shall then be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, Virginia Tech shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. Virginia Tech may cancel this Request for Proposal or reject proposals at any time prior to an award. Should Virginia Tech determine in writing and in its sole discretion that only one offeror has made the best proposal, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of this solicitation and the Contractor's proposal as negotiated.

Virginia Tech reserves the right to award multiple contracts as a result of this solicitation.

IX. INVOICES:

Invoices for goods or services provided under any contract resulting from this solicitation shall be submitted by email to vtinvoices@vt.edu or by mail to:

Virginia Polytechnic Institute and State University (Virginia Tech)
Accounts Payable
North End Center, Suite 3300
300 Turner Street NW
Blacksburg, Virginia 24061

X. METHOD OF PAYMENT:

Virginia Tech will authorize payment to the contractor as negotiated in any resulting contract from the aforementioned Request for Proposal.

Payment can be expedited through the use of the Wells One AP Control Payment System. Virginia Tech strongly encourages participation in this program. For more information on this program please refer to Virginia Tech's Procurement website: http://www.procurement.vt.edu/vendor/wellsone.html or contact the procurement officer identified in the RFP.

XI. ADDENDUM:

Any **ADDENDUM** issued for this solicitation may be accessed at https://bids.sciquest.com/apps/Router/PublicEvent?CustomerOrg=VATech. Since a paper copy of the addendum will not be mailed to you, we encourage you to check the web site regularly.

XII. COMMUNICATIONS:

Communications regarding this solicitation shall be formal from the date of issue, until either a Contractor has been selected or the Procurement Department rejects all proposals. Formal communications will be directed to the procurement officer listed on this solicitation. Informal communications, including but not limited to request for information, comments or speculations regarding this solicitation to any University employee other than a Procurement Department representative may result in the offending Offeror's proposal being rejected.

XIII. CONTROLLING VERSION OF SOLICITATION:

The posted version of the solicitation and any addenda issued by Virginia Tech Procurement Services is the mandatory controlling version of the document. Any modification of/or additions to the solicitation by the Offeror shall not modify the official version of the solicitation issued by Virginia Tech Procurement Services. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, Virginia Tech reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.

XIV. TERMS AND CONDITIONS:

This solicitation and any resulting contract/purchase order shall be governed by the attached terms and conditions, see Attachment A.

XV. CONTRACT ADMINISTRATION:

A. The individual user departments at Virginia Tech shall be identified as the Contract Administrators and shall use all powers under the contract to enforce its faithful performance.

B. The Contract Administrators in each user departments shall determine the amount, quantity, acceptability, fitness of all aspects of the services and shall decide all other questions in connection with the services. Contract Administrators, or designees, shall not have authority to approve changes in the services which alter the concept or which call for an extension of time for this contract. Any modifications made must be authorized by the Virginia Tech Procurement Department through a written amendment to the contract.

C. Levi Henry, Senior Contracting Officer, Procurement, shall oversee the contract in its entirety and will serve as the point of contact for issues involving this contract.

XVI. ATTACHMENTS:

Attachment A - Terms and Conditions
Attachment B - Pricing Schedule
Attachment C – PAC Agreement

ATTACHMENT A

TERMS AND CONDITIONS

RFP GENERAL TERMS AND CONDITIONS

See:
https://www.procurement.vt.edu/content/dam/procurement_vt_edu/docs/terms/GTC_RFP_02182022.pdf

ADDITIONAL TERMS AND CONDITIONS.

1. **ADDITIONAL GOODS AND SERVICES**: The University may acquire other goods or services that the supplier provides other than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services newly introduced during the term of the Agreement.

2. **AUDIT**: The Contractor hereby agrees to retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. Virginia Tech, its authorized agents, and/or the State auditors shall have full access and the right to examine any of said materials during said period.

3. **AVAILABILITY OF FUNDS**: It is understood and agreed between the parties herein that Virginia Tech shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

4. **CANCELLATION OF CONTRACT**: Virginia Tech reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the Contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

5. **CONTRACT DOCUMENTS**: The contract entered into by the parties shall consist of the Request for Proposal including all modifications thereof, the proposal submitted by the Contractor, the written results of negotiations, the Commonwealth Standard Contract Form, all of which shall be referred to collectively as the Contract Documents.

6. **IDENTIFICATION OF PROPOSAL**: Virginia Tech will only be accepting electronic submission of proposals. All submissions must be submitted to the Virginia Tech online submission portal. Upon completion you will be directed to your Submission Receipt. Virginia Tech will not confirm receipt of proposals. It is the responsibility of the offeror to make sure their proposal is delivered on time. **Attachments must be smaller than 50MB in order to be received by the University.** Proposals may **NOT** be hand delivered to the Procurement Office.

7. **NOTICES**: Any notices to be given by either party to the other pursuant to any contract resulting from this solicitation shall be in writing via email.

8. **SEVERAL LIABILITY:** Virginia Tech will be severally liable to the extent of its purchases made against any contract resulting from this solicitation. Applicable entities described herein will be severally liable to the extent of their purchases made against any contract resulting from this solicitation.

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9. **CLOUD OR WEB HOSTED SOFTWARE SOLUTIONS**: For agreements involving Cloud-based Web-hosted software/applications refer to link for additional terms and conditions: https://www.procurement.vt.edu/content/dam/procurement_vt_edu/itprocurement/Data_Security_FERPA_Addendum_2024.docx.

10. **ADVERTISING:** In the event a contract is awarded for supplies, equipment, or services resulting from this solicitation, no indication of such sales or services to Virginia Tech will be used in product literature or advertising. The contractor shall not state in any of the advertising or product literature that the Commonwealth of Virginia or any agency or institution of the Commonwealth has purchased or uses its products or services.

11. **ELECTRICAL INSTALLATION:** All equipment/material shall conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA), American National Standards Institute (ANSI), and Underwriters' Laboratories, Incorporated (UL) or other Nationally Recognized Testing Laboratories (NRTL) currently listed with the US Department of Labor. All equipment and material, for which there are NEMA, ANSI, UL or other NRTL standards and listings, shall bear the appropriate label of approval for use intended.

12. **INSURANCE**

By signing and submitting a Proposal/Bid under this solicitation, the offeror/bidder certifies that if awarded the contract, it will have the following insurance coverages at the time the work commences. Additionally, it will maintain these during the entire term of the contract and that all insurance coverages will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

During the period of the contract, Virginia Tech reserves the right to require the contractor to furnish certificates of insurance for the coverage required.

<u>INSURANCE COVERAGES AND LIMITS REQUIRED:</u>

A. Worker's Compensation - Statutory requirements and benefits.

B. Employers Liability - $100,000.00

C. General Liability - $2,000,000.00 combined single limit. Virginia Tech and the Commonwealth of Virginia shall be named as an additional insured with respect to goods/services being procured. This coverage is to include Premises/Operations Liability, Products and Completed Operations Coverage, Independent Contractor's Liability, Owner's and Contractor's Protective Liability and Personal Injury Liability.

D. Automobile Liability - $500,000.00

E. The contractor agrees to be responsible for, indemnify, defend and hold harmless Virginia Tech, its officers, agents and employees from the payment of all sums of money by reason of any claim against them arising out of any and all occurrences resulting in bodily or mental injury or property damage that may happen to occur in connection with and during the performance of the contract, including but not limited to claims under the Worker's Compensation Act. The contractor agrees that it will, at all times, after the completion of the work, be responsible for, indemnify, defend and hold harmless Virginia Tech, its officers, agents and employees from all liabilities resulting from bodily or mental injury or property damage directly or indirectly arising out of the performance or nonperformance of the contract

13. **LABELING OF HAZARDOUS SUBSTANCES**: If the items or products requested by this solicitation are "Hazardous Substances" as defined by the # 3.1-250 of the Code of Virginia (1950), as amended, or # 1261 of Title 15 of the United States Code, then the offeror/bidder, by submitting its Proposal/Bid, certifies and warrants that the items or products to be delivered under this contract shall be properly labeled as required by the foregoing sections and that by delivering the items or products the offeror/bidder does not violate any of the prohibitions of # 3.1-252 of the Code of Virginia or Title 15 U.S.C. # 1263.

14. **LICENSE TO USE VIRGINIA TECH LICENSED INDICIA**: By signing and submitting this Proposal/Bid, the offeror/bidder agrees that if it is awarded a purchase order/contract as a result of this solicitation, it will follow the procedures outlined by Virginia Tech's Licensing and Trademarks Administration to become a licensed vendor authorized to use Virginia Tech licensed trademarks indicia identified in the solicitation and to follow all procedures for submitting artwork for product for approval prior to producing any product with Virginia Tech indicia. As a licensed vendor, the offeror/bidder will be required to pay the university's standard royalty rate for similarly licensed vendors. *More information on the licensing process and application can be found at: http://clc.com/Licensing-Info.aspx*.

15. **ORDERS**: Applicable departments, institutions, agencies and Public Bodies of the Commonwealth of Virginia may order by issuing a purchase order against any contract resulting from this solicitation.

16. **PRICE ESCALATION/DEESCALATION**: Price adjustments for changes in the contractor's price of materials, labor and transportation may be permitted. Request for price adjustments for any other reasons will not be granted. No price increases will be authorized for 365 calendar days after the effective date of the contract. Contractor shall give not less than 30 days advance notice prior to the annual renewal of the contract of any desired price increase.

    The Contractor shall document the amount and proposed effective date of any general change in the price of materials, labor and transportation. Documentation shall be supplied with the contractor's request for increase which will (1) verify that the requested price increase is general in scope and not applicable just to Virginia Tech, and (2) verify the amount or percentage of increase which is being passed on to the contractor by the contractor's suppliers. Failure by the contractor to supply the aforementioned verification with the request for price increase will result in a delay of the effective date of such increase. The Virginia Tech Procurement Department may verify such change in price independently. The Virginia Tech Procurement Department may make such verification as it deems adequate. However, any increase which the Virginia Tech Procurement Department determines is excessive, regardless of any documentation supplied by the contractor, may be cause for cancellation of the contract by the Virginia Tech Procurement Department. The Virginia Tech Procurement Department will notify the contractor in writing of the effective date of any increase which is approved. However, the contractor shall fill all purchase orders received prior to the effective date of the price adjustments of the old contract prices.

    "Across the Board" price decreases are subject to implementation at any time and shall be immediately conveyed to Virginia Tech. The contractor is further advised that price decreases which affect the price of materials, labor, and transportation are required to be passed on to Virginia Tech immediately. Failure to do so will result in action to recoup such amounts.

17. **SPECIAL OR PROMOTIONAL DISCOUNTS:** The Contractor shall extend any special promotional sale prices or discounts immediately to Virginia Tech during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.

18. **SIDEWALK POLICY:** Driving on sidewalks is allowed when there is no other way to get a needed vehicle to a designated place or building on campus. The vehicle operator shall be made aware that extreme caution shall be used to operate the vehicle in a way that will not be a hazard or hindrance to pedestrians using the walk. The contractor shall be responsible for any damage to turf and anything that is located adjacent to the walk. Parking an unattended vehicle on a sidewalk is strictly prohibited by State Law. The contractor is allowed to park a vehicle on a sidewalk if there is no other way to perform necessary work. The procedure to obtain a permit to operate a vehicle on sidewalks is the same as for the turf as outlined in Turf Policy. Any vehicle parked illegally on sidewalks shall be subject to ticketing, fines and towing if necessary.

19. **TURF POLICY:** Parking or driving on campus turf or sidewalk is strictly prohibited, except as specifically directed or otherwise allowed by the Physical Plant Grounds Department. In this case, a

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turf permit must be obtained from Virginia Tech Parking Services and displayed by the vehicle. Turf parking is not allowed under the canopy of any tree on campus. Any vehicle parked illegally on turf or sidewalks shall be subject to ticketing and fines.

20. **WARRANTY (COMMERCIAL):** The contractor agrees that the supplies or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such supplies or services and that the rights and remedies provided therein are in addition to and do not limit those available to Virginia Tech by any other clause of this solicitation.

Attachment B

Pricing Schedule

The offeror shall provide pricing using the template below as applicable. The pricing schedule should include percentage off list price for specific manufacturer/product lines and/or categories. The "volume tier" section is intended to allow the offeror to provide volume-based incentives if applicable.

Product Category	**Manufacturer**	**List Price**	**Discount %**	**Net Price**	**UOM**	**Volume Tier (if applicable)**

Attachment C
AGREEMENT
PUBLICLY ACCESSIBLE CONTRACT

This Agreement executed this [Date] day of [Month, Year] by and between [VASCUPP MEMBER NAME], ("the University") and [Supplier NAME] ("Supplier").

TERM

The term of this Publicly Accessible Contract ("PAC") shall remain in effect until the expiration or termination of the Primary Agreement.

WITNESS

WHEREAS, the University and Supplier have executed an agreement, [CONTRACT NUMBER], dated [CONTRACT DATE] (the "Primary Agreement"), and included in the Primary Agreement is a third party access / cooperative procurement clause. Now therefore, the University and Supplier agree to the specific terms that will allow third-party access to the Primary Agreement, and based on other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

I. Supplier will:

   A. Allow third parties to obtain goods and services from Supplier in accordance with the terms and pricing of the Primary Agreement ("Third-Party Access").
   B. Pay the Virginia Higher Education Procurement Consortium ("Consortium") one percent (1%) of all revenue received by Supplier from non-Consortium entities through Third-Party Access (the "PAC Annual Fee"). The PAC Annual Fee will be paid in exchange for marketing services provided by the University and the Consortium described in Section II.
   C. Fully support this marketing relationship by promoting the availability of the Third Party Access to non-Consortium entities; and
   D. Provide quarterly reports detailing the amount of revenue received from non-Consortium entities through Third-Party Access.

II. The University will ensure the Consortium:

   A. Promotes the Primary Agreement and Third-Party Access on its website and through other channels (e.g., conferences) to non-Consortium members; and
   B. Maintains a Supplier-approved version of the Supplier's logo on the Consortium website.

III. Payment

   A. Supplier shall remit the PAC Annual Fee to the Consortium no later than August 31st of each year. The University and Consortium will share the payments equally and allocate payments to the appropriate accounts.

If the Primary Agreement expires or terminates before August 31st, Supplier shall remit the PAC Annual Fee no later than 45 calendar days from expiration or termination date of the Primary Agreement.

B. Supplier shall remit the PAC Annual Fee by check in U.S. dollars. Checks will be made payable to the University of Virginia and sent to:

Procurement Office Manager
Procurement and Supplier Diversity Services
University of Virginia, Carruthers Hall
PO Box 400202
1001 N. Emmet Street
Charlottesville, VA 22904

Note 'PAC payment' on check.

IV. Notices

Any notice required or permitted to be given under this Agreement will be in writing and will be deemed duly given: (1) if delivered personally, when received; (2) if sent by recognized overnight courier service, on the date of the receipt provided by such courier service; (3) if sent by registered mail, postage prepaid, return receipt requested, on the date shown on the signed receipt: or (4) if sent by electronic mail, on the next business day of the receiver. All such notices will be addressed to a party at such party's address as shown below.

If to the University:

[Lead School Procurement Director]
[Lead School Procurement Address & Contact Info]

If to [Supplier]:

[Supplier Contact]
[Supplier]
[Address]
Email: [Supplier Email]

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ACCEPTANCE

For [Lead Institution]	**For [Supplier]**
______________________	______________________
[Lead Procurement Director]	[Supplier Contact]
[Lead Job Title]	[Supplier Contact Title]
____________	____________
Date	Date

Agreement #: [Contract-Number]-PAC

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VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY
PROCUREMENT DEPARTMENT

ADDENDUM NO. 1

DATE:	**April 24, 2026**
TO:	**All Offerors**
FROM:	Levi Henry, Senior Contracts Officer
TOTAL PAGE(S):	**2**
SOLICITATION TITLE:	Research & Industrial Equipment and Supplies
SOLICITATION NUMBER:	952642607

I. CLARIFICATIONS AND ADDITIONAL INFORMATION

1. The VHEPC Quarterly Reporting Template referenced in the RFP is included as an attachment as part of this addendum. ***Please note that not all fields are required, and we are flexible in allowing the offeror to do the best they can to provide the data as it applies to their product/service offering.

II. REQUESTS FOR INFORMATION

1. Can the eVA transparency reports be utilized to fulfill the VHEPC member reporting requirements?

   VHEPC already incorporates eVA data into their PO and P-card datasets. The vendor provided invoice data is usually much better and necessary to calculate rebates and PAC fees accurately, and therefore the eVA transparency reports would not be sufficient. However, please be advised that not all fields are required on the template.

2. What criteria must be met for purchases to be attributed to the contract?

   After contract award, each contract will be assigned a specific #. We request that all quotes and/or invoices provided to Virginia Tech during the contract term reference this contract #, and include the appropriate contract pricing.

3. We understand that the PAC requirement is not subject to post-award negotiation. However, would an alternative structure be considered as part of the proposal?

   At this time we are not entertaining alternative structures as the goal is to have a streamlined process.

4. Please clarify whether the Additional Terms and Conditions included in Attachment A are subject to post-award negotiation, or if redlines should be included with the proposal submission.

   We will negotiate terms and conditions during the negotiations phase after the submission deadline has passed. Redlines do not need to be included with the proposal submission.

5. For suppliers that are not designated as SWaM businesses and do not have opportunities to subcontract, are there any opportunities to support initiatives to utilize SWaM businesses?

   Absolutely. Virginia Tech has dedicated personnel to support SWaM utilization and will partner with you to help support initiatives post contract award. However, for the SWaM points allocation, points are only awarded to SBSD certified SWaM companies and/or usage of certified subcontractors.

6. Please confirm if an alternative to FOB destination delivery would be considered as part of the proposal.

   Alternatives may be considered but only in the event where ownership of the goods passes to the University at the point of delivery.

7. Please confirm whether the requirement to submit invoices for goods provided under the contract applies exclusively to orders placed by Virginia Tech.

   If referring to section IX. INVOICES, yes that is strictly for Virginia Tech orders.

8. Please confirm the anticipated timeline for contract award issuance and the expected effective date of the contract.

   Our goal is to establish contract awards as timely as possible. Once the submission deadline has passed, we will enter negotiations prior to establishing contract awards. The timeline will be dependent upon successful negotiations. ***Please be advised that redlining terms and conditions will significantly delay the contract award timeline.

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Quartzy Proposal Response

RFP #952642607 – Research & Industrial Supplies
Virginia Higher Education Procurement Consortium (VHEPC / VASCUPP)

VI - STATEMENT OF NEEDS/SCOPE OF WORK

The following table provides a clear, requirement-by-requirement summary of how Quartzy meets and exceeds the VHEPC scope of work, with emphasis on cost efficiency, compliance, and service quality.

RFP Requirement	Quartzy Response
A. Discounts / Logistics	Quartzy provides deep, market-competitive discounts across a catalog of 20M+ SKUs through manufacturer-specific and category-based pricing. All standard orders are delivered FOB Destination. Quartzy offers free ground shipping on orders greater than $199 for all participating institutions, and fully waives ground shipping for institutions with higher annual spend commitments and punchout integration. Expedited or specialized shipping (e.g., overnight, cold chain) is available as needed and priced transparently.
B. Sales Representation	Quartzy delivers a hybrid service model that combines digital efficiency with high-touch support. Each institution is supported by a dedicated account team, including a local sales representative responsible for relationship management, pricing support, and onsite engagement where appropriate. This is complemented by centralized customer success and support teams that provide onboarding, training, and day-to-day assistance.

C. Product Satisfaction	Quartzy acts as a single point of accountability for product performance and issue resolution. We coordinate directly with manufacturers and suppliers to address any concerns related to product quality, defects, or performance. Our best in class support team proactively manages communication, ensuring timely resolution and minimizing disruption to research operations. Customer satisfaction is a core performance metric for Quartzy, and we maintain a >95% satisfaction rating driven by responsive service and rapid issue resolution.
D. Warranty	All products sold through Quartzy include the full pass-through of original equipment manufacturer (OEM) warranties. Quartzy facilitates warranty support by serving as the primary point of contact for customers, coordinating directly with manufacturers to expedite resolution.
E. Sustainability	Quartzy is committed to supporting sustainability initiatives across VHEPC institutions. We partner with manufacturers that offer environmentally responsible products and packaging, including recyclable and reduced-plastic materials. Our platform is evolving to provide greater visibility into sustainability attributes, enabling more informed purchasing decisions. Additionally, Quartzy's inventory optimization and consolidated ordering model helps reduce waste, excess inventory, and unnecessary shipments, contributing to lower overall environmental impact.
F. Minimum Order	Quartzy fully complies with this requirement. There are no minimum order requirements for VHEPC institutions.
G. Quarterly Reporting Requirements	Quartzy is fully equipped to meet all VHEPC quarterly reporting requirements. Quartzy's system ensures consistency, accuracy, and minimal administrative burden in meeting these obligations.
G.1 Reporting Obligation	Quartzy will provide quarterly reports for the duration of the contract. Reports will be submitted electronically within 30 days of each quarter's end.
G.2 Reporting Format	Quartzy will utilize the VHEPC Unified Quarterly Reporting Template.

QUARTZY

G.3 Member Reporting Requirement	Quartzy will provide detailed, item-level reporting for all VHEPC member transactions, including all required fields such as institution, PO number, product details, pricing, quantities, and extended totals. This level of detail is natively captured within our system.
G.4 Non-Member (PAC) Reporting	For any non-VHEPC entities utilizing the contract under the PAC structure, Quartzy will provide complete item-level reporting as required. If no such transactions occur, Quartzy will submit a “No Sales” report in accordance with requirements.
G.5 Submission Method	Quartzy will submit all reports electronically in Excel format to the designated VHEPC contact, with file naming conventions that clearly identify vendor name, contract number, and reporting period.
G.6 Use of Reported Data	Quartzy understands that reported data will be used for spend analysis, pricing validation, and contract performance monitoring. Our platform ensures data accuracy and consistency to support these objectives.
G.7 Failure to Comply	Quartzy is committed to full compliance with reporting requirements. Our automated data capture and reporting capabilities minimize risk of delays or inaccuracies and ensure consistent adherence to VHEPC expectations.
H. Publicly Accessible Contract (PAC) Requirement	Quartzy acknowledges and fully accepts the requirement to execute the PAC Agreement as a condition of award. We understand that this requirement is mandatory and not subject to post-award negotiation.
H.1 Mandatory Execution of PAC Agreement	Quartzy will execute the PAC Agreement and incorporate its terms into the resulting contract.
H.2 Optional Third-Party Access	Quartzy is open to supporting third-party access under the PAC structure and recognizes the potential value of expanding contract utilization beyond VHEPC members.
H.3 PAC Annual Fee	Quartzy will comply with the 1% PAC Annual Fee requirement for revenue generated from non-VHEPC entities and will incorporate this into our pricing structure as required.

H.4 Reporting and Reconciliation	Quartzy will provide all required Non-Member reporting and support reconciliation of PAC-related revenue as needed. Our platform ensures accurate tracking of all applicable transactions.
H.5 Future Open Enrollment Applicability	Quartzy understands and accepts that future open enrollment periods may occur and that the same evaluation criteria and PAC requirements will apply.

VII.A - Specific Requirements

VII.A.1 - Company Overview

Quartzy is pleased to submit this proposal in support of VHEPC RFP #952642607 – Research & Industrial Supplies. Our model delivers competitive pricing supported by bi-coastal, 1-million–cubic-foot distribution centers and a catalog of more than 20 million SKUs across thousands of brands. Quartzy already maintains a strong footprint with VHEPC members, with thousands of active users many of which have been using the platform for years. This embedded presence will ensure a smooth, low-friction rollout, fast adoption, and a shorter path to unified compliance. Quartzy's proven enterprise deployments demonstrate strong qualifications aligned with VHEPC's requirements. Additionally, once awarded all VHEPC members will receive a significant discount off of Quartzy's laboratory management platform annual SaaS subscription costs ranging from 20% for low spend institutions up to Free, Multi-Year, Unlimited Seat access for institutions with a punchout tile integration.

A brief history of Quartzy

Quartzy was founded in 2011 by Jayant Kulkarni and Adam Regelmann, and is headquartered in Hayward, California. The founders built Quartzy out of direct experience with the inefficiencies in lab supply management and inventory tracking, especially in life science research settings. Over the years, Quartzy has grown to serve tens of thousands of labs around the world, offering an integrated platform for catalog ordering, inventory management, and request tracking. Quartzy continues to innovate with features tailored for enterprise-scale universities and research companies, including broad supplier integrations, advanced inventory analytics, safety-compliance workflows like SDS automation, security (SOC2, SSO) and accessibility (WCAG) compliance.

Co-founders

Jayant Kulkarni, PhD - Co-Founder & Chief Executive Officer, Quartzy
Jayant Kulkarni is the Co-Founder and Chief Executive Officer of Quartzy. Jayant holds a PhD in Aerospace Engineering from Cornell University and completed two postdoctoral fellowships in neuroscience, including time in the Nobel Prize-winning Kandel Lab at Columbia University, where he and Adam first met. His research background bridges advanced engineering, computational methods, and neurobiology.

As CEO, Jayant drives Quartzy's strategic vision, technology direction, and operational execution. He has overseen the company's growth from an early research tool to a scalable, enterprise-grade platform supporting thousands of life science organizations. Jayant is passionate about building software that enables scientific teams to operate with efficiency, transparency, and financial accountability, accelerating innovation and reducing friction across the research lifecycle.

Adam Regelmann, MD, PhD - Co-Founder & Chief Product Officer, Quartzy
Adam is the Co-Founder and Chief Product Officer of Quartzy, the leading platform for lab management and scientific procurement. Adam brings a unique blend of scientific and clinical training, having earned both an MD and PhD at Columbia University before completing residency in Internal Medicine at Washington University in St. Louis. He co-founded Quartzy to solve the operational and supply-chain challenges he experienced firsthand in academic labs.

Adam leads the product, engineering and marketing organizations at Quartzy, driving strategy, user experience, and product innovation across lab inventory, workflow, and procurement solutions. Under his leadership, Quartzy has scaled to serve thousands of research organizations across biotech, pharma, and academia, helping scientists operate more efficiently and bringing structure to critical lab operations. He is committed to improving how scientific organizations operate so they can accelerate breakthroughs and reduce friction in research.

Qualifications

Quartzy's qualifications and experience directly align with VHEPC's evaluation criteria for vendor capability and scale.

Quartzy's commitment extends beyond our software and distribution centers. Our mission is to accelerate scientific discovery by eliminating operational friction and empowering researchers to focus on innovation, not administration. We believe breakthroughs happen faster when scientists have the right tools, information, and support at their fingertips. By partnering with organizations like VHEPC, we aim to make research more efficient, more collaborative, and ultimately more impactful for the scientific community and the world.

Our platform supports tens of thousands of active laboratories and manages millions of products, chemicals and SDS records. We have a proven track record delivering secure, scalable solutions in complex research environments, with SOC 2-certified operations, encrypted data handling, and role-based access controls. Quartzy continues to invest in innovation and security while maintaining industry-leading ease of use and customer satisfaction.

"Quartzy has done well after the seamless punch-out implementation. I'm really impressed with the management capacity and the hard work of your staff."

Song Song - Senior Sourcing Specialist - University of Virginia

A major strength of Quartzy is our team. Many members of our product, success, and support groups come directly from the research community - former bench scientists and lab managers who understand the day-to-day needs of lab users. This expertise drives highly responsive, knowledgeable support and a collaborative partnership approach that our customers consistently highlight.

Unique Services Provided - The Platform

The Quartzy platform uniquely combines a cloud-based request, ordering and inventory management workflow with a full-scale scientific distribution network. This integrated model removes friction, speeds fulfillment, strengthens compliance visibility, and delivers measurable cost savings. We combine one of the industry's largest scientific supply catalogs with over 20 million SKUs from thousands of the industry's leading brands into an integrated cloud-based procurement and inventory management system and deliver end-to-end visibility from product sourcing through fulfillment. Trusted by tens of thousands of universities and research organizations, Quartzy simply makes lab operations and supply faster, transparent and efficient. This approach ensures high product quality and suitability.

Capabilities Summary

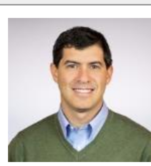
Category	Quartzy Capabilities	Value to VHEPC

Product Availability	Access to **20M+ SKUs** across thousands of scientific brands	Ensures broad coverage across research categories. Fewer gaps drives supplier consolidation.
Delivery & Lead Times	**97% on-time delivery**, bi-coastal 1M-cubic-foot distribution centers, **2-day transit** from our east coast fulfillment center, same-day shipping before noon	Fast, reliable fulfillment supporting uninterrupted research operations
JIT Fulfillment / Onsite Stocking	Ability to manage onsite stockrooms for critical items; JIT fulfillment from our east coast fulfillment center for awarded SKUs	Ensures continuity during peak demand; reduces stockouts and accelerates supply availability
Inventory Flexibility	"**Designated SKUs Program**" for local/advance stocking; ability to guarantee **>97% service levels**	Fewer backorders, higher availability, and more predictable supply for high-demand items
Digital Integration	Full **punchout compatibility** (e.g. Jaggaer, SAP Ariba, Coupa, cXML + e-invoicing support, real-time order tracking, seamless connection to VHEPC members procurement ecosystem	Enables seamless adoption within VHEPC member's procurement ecosystems with end-to-end digital visibility
Effortless SDS Management	Automated SDS linking, hazard data updates, building/floor-level reporting, exports, archival capability; ability to integrate with existing EHS systems	Centralized safety oversight; reduces manual work; ensures compliance and inspection readiness
Compliance & Quality	Batch traceability, SDS + CoA availability, compliant labeling, audit trails; WCAG and SSO/SAML support	Simplifies audits, enhances safety oversight, and supports regulatory and QA requirements
Finance Tools	Automated **3-way match** workflow (PO ↔ receipt ↔ invoice), spend reconciliation, AP sync with NetSuite/QuickBooks	Reduces accounting workload, strengthens financial controls, prevents delays and discrepancies

Spend & Inventory Analytics	Real-time dashboards for spend, category analysis, consumption, and usage trends across labs	Provides VHEPC members with actionable insights for budgeting, compliance, and consolidation strategies
Customer Support	Dedicated account management, former-scientist support staff, <1-day discrepancy resolution, integrated Help Center	High-touch, knowledgeable service enabling rapid onboarding and minimal operational friction
Sustainability	Eco-friendly product tagging, recyclable packaging, partnerships with My Green Lab and major manufacturer's recycling programs	Supports climate and sustainability commitments
Diversity & Inclusion	SBA-classified Small Business; 50%+ diverse supplier base; 15% of annual supplier spend allocated to small/diverse businesses	Aligns with supplier diversity goals while expanding equitable sourcing channels

VII.A.2 - Contact Info - Team Roles and Responsibilities

An experienced team that cares:

Role	Quartzy Team Member	Responsibilities
Co-founder Chief Product Officer	 Adam Regelmann, MD, PhD	See bio above adam.regelmann@quartzy.com

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VP Strategic Sourcing and Customer Development	 Steve Tolmie	20+ years in lab distribution (VWR, Thomas Scientific, Quartzy). Owns the relationship with VHEPC at the enterprise level steve.tolmie@quartzy.com
VP of eCommerce Operations	 Laura Tlumack	14 years of experience across Thermo Fisher Scientific and Quartzy, including a 12-year progression at Quartzy from Life Science Product Specialist to Vice President of Operations. laura.tlumack@quartzy.com
Dedicated Account Manager	 Sam Ukleja	Local Quartzy VA field sales representative for 3 years, available for customer support, platform training, quotations, and overall account satisfaction. samuel.ukleja@quartzy.com
Head of Customer Success	 Samantha Savage	Experienced cancer researcher turned customer success leader with 10+ years in lab operations, program development, and scientific support across academic, industry, and nonprofit settings. Drives adoption of Quartzy's platform by streamlining workflows, simplifying procurement, and improving inventory visibility. Partners closely with Sam to deliver high-impact onboarding, training, and ongoing support. samantha.savage@quartzy.com
Order and invoice support	Dedicated Support Team	orders@quartzy.com

Key Quartzy Proof Points

- **15+ years** supporting scientific research operations
- **Thousands of active laboratories** across academia, biotech and healthcare
- **Millions of SKUs and chemical records** managed on the platform
- **Quartzy Fulfillment Centers** - East and West coast 1M cubic foot distribution facilities - 2-day delivery
- **SOC 2-certified operations**, encrypted data, and role-based access (see more at http://trust.quartzy.com)

- **>95%** customer satisfaction rating
- **<2 business hours** median support response time
- **A team that cares:** Former scientists and lab operations professionals who understand what it's like to work in research staff our support and success functions.
- **Proven performance** in enterprise deployments
- **Continuous enhancement** driven by direct feedback from working researchers

VII.A.3 & VII.A.4 - Delivery

Product Availability

Quartzy's catalog offers access to more than 20 million SKUs across thousands of scientific brands, including brands not traditionally available through distribution (i.e. Abcam, Rainin, NEB, Stemcell, Bio-Rad, MilliporeSigma) representing one of the broadest consolidated catalogs in the research supply market. This eliminates the need for researchers to navigate fragmented supplier ecosystems and provides VHEPC members with a single, unified channel for ordering. Our deep manufacturer relationships ensure consistent access to high-demand consumables, instrument accessories, chemicals, reagents, PPE, and more resulting in greater product coverage, reduced sourcing delays, and improved continuity across labs and departments.

Delivery & Lead Times

With bi-coastal, 1-million–cubic-foot distribution centers and a mature logistics network, Quartzy maintains 97% on-time delivery performance. Orders placed before noon ship same-day, and VHEPC members receive 2-day transit from our East Coast fulfillment center. This infrastructure supports all product types including consumables, chemicals, cold chain, short shelf life, and customer specific inventory to ensure that urgent research timelines are supported with predictable, reliable delivery.

Customer Support

Quartzy's customer support model is deeply rooted in scientific expertise. Many members of the support and success teams are former bench scientists or lab operations professionals who understand the practical realities of research environments. VHEPC receives direct access to dedicated account management, responsive live support during extended business hours, and rapid discrepancy resolution. This high-touch approach ensures world class support, a smooth user experience, strong user adoption, and ongoing operational reliability across all institutions.

VII.A.5 - Warranty & Returns Policy

Manufacturer Pass-Through Warranty

All products supplied by Quartzy carry the original manufacturer's warranty. Quartzy acts as an authorized distributor and ensures that:

- All products are new, authentic, and sourced through authorized channels
- Manufacturer warranties are fully honored and supported
- Warranty claims are facilitated and expedited by Quartzy on behalf of VHEPC

Quartzy Product Assurance

In addition to manufacturer warranties, Quartzy provides the following assurances:

- Products will conform to manufacturer specifications and published descriptions
- Products will be properly handled, stored, and transported, including cold-chain and hazardous materials
- Products will be free from defects in material and workmanship at time of delivery

Additional product warranty details can be found on our terms of service page - Section 11

Returns & Replacement Policy

Quartzy maintains a flexible, research-friendly returns policy:

- Damaged, defective, or incorrect items: Full replacement or credit
- Cold-chain / time-sensitive items: Expedited resolution and replacement
- Non-conforming items: No-cost return handling
- Standard returns: Managed in accordance with manufacturer policies

Additional return and refund details can be found on our terms of service page- Section 10

VII.A.6 - Quotes and Invoices

Quartzy streamlines the quoting process by embedding it directly within the platform's order request workflow. As a researcher builds an order request, the system automatically generates real-time, itemized pricing effectively serving as an on-the-fly quote without requiring a separate manual process. This ensures transparency at the point of decision and allows researchers and procurement teams to evaluate pricing before submission. For more complex needs such as bulk purchases, special pricing requests, or non-catalog items, Quartzy's local sales representatives

QUARTZY

provide customized quotes, incorporating additional discounts or supplier-specific pricing as appropriate. This hybrid approach combines the speed and transparency of automated quoting with the flexibility of personalized support, ensuring that all VHEPC institutions can access accurate, compliant pricing in any purchasing scenario. As requested, examples of invoices and quotations are attached below:

QUARTZY
28321 Industrial Blvd
Hayward, CA 94545

Invoice 1618798
ar@quartzy.com
(855) 782-7899 ext. 3

Billing Address	Shipping Address
vendor-invoices@virginia.edu The Rector & Visitors of the Univ. of Virginia PO Box 400197 Charlottesville, VA 22904	Mary Young,CARTER-HARRISON RES, Petri Lab University of Virginia 345 Crispell Dr Floor 01 1707 Research Lab Ser CHARLOTTESVILLE, VA 22903

Invoice Date	Due Date	Amount Due	Terms	PO #	Delivery Method	Order #
2026-04-24	2026-05-24	$155.83	NET30	PO-0431949	cXML	QY26040022653017

Catalog No.	Item	Quantity	Unit Price	Amount
3054-2002	25mL Reagent Reservoir, Bulk, Sterile	1	$155.83	$155.83

Subtotal	$155.83
Tax	$0.00
Standard Shipping	$0.00
Handling	$0.00
Total	$155.83
Amount Paid	($0.00)
Amount Due	$155.83

ACH Payment Info	Check Payment Info
ACH/Wire transfers to: Bank Name: JPMorgan Chase Bank, N.A. Bank Address: P.O. Box 182051 Columbus, OH 43218-2051 Account Name: Quartzy, Inc. Account#: 653899267 Routing#: 322271627 Email remittance to ar@quartzy.com along with your invoice#	Remit check payments to: Quartzy, Inc. Dept 3895 PO BOX 123895 Dallas, TX 75312-3895

QUARTZY

Quote

Quartzy
28321 Industrial Blvd
Hayward, CA 94545
(855) 782-7899

Account Number: 77-72602-186

Date	Quote #
Apr 28, 2026	EQSAMPLE

Billing Address	Ship To
The Rector & Visitors of the Univ. of Virginia PO Box 400197 Charlottesville, VA 22904	Petri Lab University of Virginia 345 Crispell Dr Floor 01 1707 Charlottesville, VA 22903

Catalog #	Description	Quantity	Rate	Amount
229190	96-Well Round Bottom Polystyrene Tissue Culture Plate, Sterile, Individually Wrapped, With Lid	1	233.88	233.88
W3500-500ML	BioReagent Water, Liquid, Sterile-filtered, Suitable for cell culture	1	26.66	26.66

Subtotal	260.54
Shipping	0.00
Handling	0.00
Tariff Surcharges	0.00
Tax	TBD
Total	260.87

Quote: EQSAMPLE

Promo Code:

Page 1 of 1

VII.A.7 - Other Goods and Services

Digital Integration

Quartzy integrates seamlessly with procurement ecosystems through a full punchout connection, support for cXML transactions, and automated e-invoicing capabilities. These integrations are secure (SSO/SAML), meet accessibility requirements (WCAG) and streamline the entire procurement workflow from request submission to approval routing, order placement, and invoice reconciliation. By maintaining real-time visibility across every stage of the purchasing lifecycle, Quartzy reduces manual administrative steps, improves compliance with institutional policies, and ensures that researchers and procurement teams can operate within a unified, transparent digital environment.

Effortless SDS Management

Managing Safety Data Sheets (SDS) for every chemical in inventory is time-consuming and tedious. Quartzy's SDS automation feature eliminates the hassle by automatically linking SDS to corresponding inventory items, saving time, reducing errors, and ensuring critical safety information is always readily accessible and up to date. Unlike standalone SDS platforms that operate outside of lab workflows and require duplicate data entry, **Quartzy integrates SDS oversight into the same system labs already use to manage their inventory.** Labs and EHS share a single source of truth. As chemicals are received, used, or retired, SDS records, hazard data, and audit trails stay current automatically, reducing operational overhead, improving safety, and helping ensure researchers, inspectors and regulatory bodies always have access to accurate, real-time information.

Quartzy meets core SDS requirements including automatic SDS updates, mobile access, bulk export for downtime, unlimited administrators, location-based assignment, and archival capabilities. Quartzy already supports building- and floor-level reporting, and can deliver exports or dashboards at whatever frequency EHS requires.

Finance Tools

Quartzy extends its value beyond procurement and into financial operations through an automated, AI driven three-way match workflow that connects purchase orders, item receipts, and invoices in a single system. This automation reduces reconciliation errors, accelerates invoice processing, and eliminates many of the manual steps typically required to validate transactions. Data can be synchronized with compatible accounting platforms including NetSuite and QuickBooks Online, ensuring VHEPC member's financial operations remain accurate, efficient, and audit-ready.

Spend & Inventory Analytics

To support data-driven decision-making, Quartzy provides real-time analytics that give VHEPC institutions visibility into spend distribution, category-level purchasing patterns, inventory usage trends, and consolidation opportunities. These insights help procurement and finance teams identify inefficiencies, optimize budgets, and enforce compliance across laboratories. Inventory analytics also help labs better manage stock levels, prevent waste, and plan for future research needs with greater precision.

VIII.A.3 - Implementation Methodology

Quartzy approaches implementation and adoption as an ongoing partnership, not a one-time rollout. Upon contract award, we begin with a coordinated launch strategy that includes joint email communications and social announcements to introduce Quartzy across VHEPC institutions, supported by optional promotional materials and awareness campaigns to drive early engagement.

This is complemented by a structured onboarding program designed to meet users where they are, including live and recorded webinars, role-based virtual training sessions, and in-person "lunch and learn" workshops where appropriate to ensure broad accessibility and participation.

A key focus of onboarding is helping labs realize value quickly. Quartzy provides hands-on support to upload and organize existing inventory, including data import, categorization, and best practices for ongoing management. Users are trained on core workflows—including ordering, approvals, and request management—as well as advanced capabilities such as inventory management, barcode scanning, mobile app utilization, reporting and analytics, and SDS/chemical tracking. Training is grounded in real-world lab workflows to ensure adoption extends beyond basic ordering into full platform utilization and backed by a comprehensive library of support documentation.

This methodology is proven within the VHEPC ecosystem. At the University of Virginia, Quartzy has achieved strong and sustained adoption across a broad base of laboratories, with hundreds of active users and the majority of labs engaging with the platform for years. This level of adoption reflects both the ease of onboarding and the ability of Quartzy to deliver ongoing value across decentralized research environments. Our implementation methodology is structured and repeatable.

Following launch, Quartzy continues to drive adoption through dedicated customer success support, responsive service channels, and ongoing optimization. We provide refresher training, onboarding for new users, and periodic business reviews to highlight usage trends, savings opportunities, and areas for expanded engagement. This comprehensive approach ensures that institutions not only successfully implement Quartzy, but fully leverage its capabilities to drive long-term operational efficiency, compliance, and cost savings.

VIII.4 - Pricing & Cost Structure

Quartzy's pricing model is designed to deliver both immediate cost competitiveness and long-term financial value, aligning with VHEPC's expectation for transparent pricing and deep discounts while introducing savings levers that extend beyond traditional distribution models.

At the foundation, Quartzy provides competitive, category-based and manufacturer-specific discounts (Attachment-B) across a catalog of more than 20 million SKUs. What truly differentiates Quartzy, however, is the additional layer of value created through our integrated platform.

Quartzy's proposal uniquely delivers both procurement savings and enterprise software value, an offering unmatched by traditional distributors.

As part of this proposal, Quartzy is offering to significantly **reduce and in many cases fully waive the SaaS subscription costs** associated with our lab management and procurement platform. For institutions that adopt punchout integration and demonstrate meaningful spend commitment, Quartzy will provide **unlimited-seat platform access at no cost**. This represents a substantial financial benefit, effectively delivering enterprise-grade procurement, inventory, and compliance software without the traditional licensing burden.

This approach transforms the platform from a cost center into a value driver, enabling VHEPC institutions to modernize lab management and supply procurement infrastructure while simultaneously reducing overall spend.

In parallel, Quartzy's shipping model is structured to further lower total cost of ownership. All participating VHEPC institutions receive free ground shipping on orders greater than $199, ensuring cost-effective fulfillment for standard purchasing activity. For institutions with higher annual spend commitments or an active punchout integration, Quartzy will waive standard ground shipping entirely, removing shipping as a cost consideration and simplifying budgeting.

Beyond these direct savings, Quartzy delivers meaningful indirect cost reductions. By consolidating fragmented supplier spend into a single channel, institutions reduce the number of purchase orders, invoices, and vendor relationships that must be managed. Automated workflows such as three-way invoice matching, further reduce administrative workload for procurement and finance teams, improving efficiency while minimizing errors.

Quartzy also supports volume-based rebate structures tied to aggregate spend, allowing institutions to capture additional savings as adoption grows across departments and laboratories.

Taken together, Quartzy's pricing model delivers a combination of competitive product pricing, eliminated software costs, reduced freight expense, and operational efficiencies creating a total value proposition that extends well beyond what traditional suppliers can offer.

QUARTZY

VHEPC Volume Tiered Incentives & Discount Schedule

Qualification Tier	Mid-Level	Premium	Enterprise
Member Spend Commitment	Up to $250,000	$250,000 to $500,000	$500,000+
Shipping and Rebate Benefit	Free ground shipping on orders >$199	Free Ground Shipping	Free Ground Shipping **-plus-** 1% Annual Rebate
SaaS Benefit	20% off Quartzy SaaS (per seat) **-plus-** 1st year SaaS costs are offset by shop credits (free product)	20% off Quartzy SaaS (per seat) **-plus-** 1st year SaaS costs are offset by shop credits (free product) **-OR CHOOSE-** *FREE, MULTI-YEAR, UNLIMITED SEAT SaaS subscription with implementation of Quartzy Punchout Tile	25% off Quartzy SaaS (enterprise) **-plus-** 1st year SaaS costs are offset by shop credits (free product) **-OR CHOOSE-** *FREE, MULTI-YEAR, UNLIMITED SEAT SaaS subscription with implementation of Quartzy Punchout Tile
Requirements		* implementation of Quartzy Punchout Tile	* implementation of Quartzy Punchout Tile

Docusign Envelope ID: CB98A5BC-295F-80D2-800C-AF2745AA1896

This pricing sheet reflects a range of discounts off List Price across both product categories and major manufacturer brands.
Given the breadth of Quartzy's 20M+ SKU portfolio and the wide variation in supplier margin structures, the discounts presented represent the most competitive pricing available under this program.
Because manufacturer and distributor list prices can vary significantly across the market, stated discount percentages may not always directly correlate to final net product pricing at the SKU level.
Additional discounts, promotions, hot list pricing, freight incentives, SaaS fee reductions, and rebates may be available on an organization-by-organization basis, depending on purchase volume and punchout integration, as outlined in the table below.
Quartzy reserves the right to maintain a minimum 10% profit margin

Qualification Tier	Mid-Level	Premium	Enterprise
Member Spend Commitment	Up to $250,000	$250,000 to $500,000	$500,000+
Shipping and Rebate Benefit	Free ground shipping on orders >$199	Free Ground Shipping	Free Ground Shipping **-plus-** 1% Annual Rebate
SaaS Benefit	20% off Quartzy SaaS (per seat) **-plus-** 1st year SaaS costs are offset by shop credits (free product)	20% off Quartzy SaaS (per seat) **-plus-** 1st year SaaS costs are offset by shop credits (free product) **-OR CHOOSE-** *FREE, MULTI-YEAR, UNLIMITED SEAT SaaS subscription with implementation of Quartzy Punchout Tile	25% off Quartzy SaaS (enterprise) **-plus-** 1st year SaaS costs are offset by shop credits (free product) **-OR CHOOSE-** *FREE, MULTI-YEAR, UNLIMITED SEAT SaaS subscription with implementation of Quartzy Punchout Tile
Requirements		* implementation of Quartzy Punchout Tile	* implementation of Quartzy Punchout Tile

QUARTZY

Product Category	Manufacturer	Discount % (Minimum)	Discount (Highest)	Net Price	UOM	Volume Tier (if applicable)
Cells/Cell Lines		1	10			
General Chemicals		10	40			
Antibodies		1	30			
Media/Cell Culture Solutions		1	15			
Proteins		1	10			
Solutions		5	20			
Enzymes		1	15			
Chemicals & Biologics - Other		5	30			
Plasticware		5	40			
Glassware		5	40			
Consumables - Other		5	35			
Equipment		1	20			
Filtration		1	20			
Kits		1	10			
PPE		10	30			
Office		10	30			
Safety & Cleaning		10	50			
Storage		1	40			
All	Sigma-Aldrich	10	40			
All	Corning	2	25			Additional Larger Discounts Available through C-Contract [illegible]
All	New England Biolabs (NEB)	2	4			
All	CELLTREAT	20	40			
All	R&D Systems	2	10			
All	Bio-Rad	2	10			
All	Abcam	1	1			Special Promotional Sizes available in 2026 upto 70% off List
All	Cytiva	2	20			
All	Agilent Technologies	5	30			
All	Zymo Research	2	20			
All	Rainin	2	20			
All	BD	0	25			
All	Eppendorf	5	15			
All	Promega	2	10			
All	Lonza	2	15			
All	MedChem Express	10	15			
All	Cayman Chemical Company	5	10			
All	PeproTech	2	4			
All	Beckman Coulter	2	15			
All	Kimberly-Clark	5	20			
All	Novus Biologicals	2	4			
All	Selleck Chemicals	2	20			
All	Genesee Scientific	5	25			
All	Greiner Bio-One	10	25			
All	Chemglass	2	20			
All	Ansell	10	35			
All	Globe Scientific	5	25			
All	Tocris	2	4			
All	Vector Laboratories	2	2			
All	Ambeed Inc.	20	20			
All	NEST Scientific	5	20			
All	Omega Bio-Tek	2	15			
All	ACROBiosystems	2	2			
All	Roche	2	15			
All	Research Products International	2	15			
All	Electron Microscopy Sciences	2	10			
All	Restek	5	20			
All	Teknova	2	5			
All	Labcon	2	25			
All	Jackson ImmunoResearch	2	10			
All	MTC Bio	10	25			

Qualification Tier	Mid-Level	Premium	Enterprise
Member Spend Commitment	Up to $250,000	$250,000 to $500,000	$500,000+
Shipping and Rebate Benefit	Free ground shipping on orders >$199	Free Ground Shipping	Free Ground Shipping **-plus-** 1% Annual Rebate
SaaS Benefit	20% off Quartzy SaaS (per seat) **-plus-** 1st year SaaS costs are offset by shop credits (free product)	20% off Quartzy SaaS (per seat) **-plus-** 1st year SaaS costs are offset by shop credits (free product) **-OR CHOOSE-** *FREE, MULTI-YEAR, UNLIMITED SEAT SaaS subscription with implementation of Quartzy Punchout Tile	25% off Quartzy SaaS (enterprise) **-plus-** 1st year SaaS costs are offset by shop credits (free product) **-OR CHOOSE-** *FREE, MULTI-YEAR, UNLIMITED SEAT SaaS subscription with implementation of Quartzy Punchout Tile
Requirements		* implementation of Quartzy Punchout Tile	* implementation of Quartzy Punchout Tile

VII.A.8 - Participation of SWaM Business

Quartzy is aligned with the Commonwealth of Virginia's SWaM objectives and brings an established foundation to support meaningful participation. Quartzy is a federally recognized small business and has built its supplier network with a deliberate focus on inclusion. Today, we actively partner with certified small, minority-owned, women-owned, and veteran-owned suppliers, many of whom are already integrated into our marketplace.

Additionally, Quartzy has the capability to track and report on supplier classifications and associated spend. Our platform captures detailed transaction-level data, enabling us to provide transparent and accurate reporting on SWaM-related purchasing activity when requested. Because of this existing infrastructure, we are prepared and committed to supporting Virginia Tech's SWaM objectives and will partner with institutional stakeholders to expand opportunities for certified suppliers when possible. This allows Quartzy to drive immediate, measurable SWaM spend upon contract award rather than requiring program development post-award.

QUARTZY

VII.A.9 - Submission Instruction Page

RFP # 952642607, Research & Industrial Equipment and Supplies

INCLUDE THIS PAGE WITH YOUR PROPOSAL, SIGNATURE AT SUBMISSION IS REQUIRED

DUE DATE: Proposals will be received until **May 11th, 2026 at 3:00 PM**. Failure to submit proposals to the correct location by the designated date and hour will result in disqualification.

INQUIRIES: All inquiries for information regarding this solicitation should be directed to Levi Henry, Phone: (540) 231-7852 e-mail: lhenry29@vt.edu. All inquiries will be answered in the form of an addendum. Inquiries must be submitted by 3:00 PM on April 24, 2026. Inquiries must be submitted to the procurement officer identified in this solicitation.

PROPOSAL SUBMISSION:

***Please note, proposal submission procedures have changed effective March 2023.**

Proposals may NOT be hand delivered to the Procurement Office.

Proposals should be submitted electronically through Virginia Tech's procurement portal. This portal allows you access to view business opportunities and submit bids and proposals to Virginia Tech digitally and securely.

Proposals must be submitted electronically at:
https://bids.sciquest.com/apps/Router/PublicEvent?CustomerOrg=VATech

Vendors will need to register through this procurement portal, hosted by Jaggaer. **It is encouraged for all vendors to register prior to the proposal submission deadline to avoid late submissions**. Registration is easy and free. If you have any challenges with the registration process, please contact Jaggaer Support at 1-800-233-1121 or procurement@vt.edu.

Click on the opportunity and log in to your vendor account to begin preparing your submission. Upon completion, you will receive a submission receipt email confirmation. Virginia Tech will not confirm receipt of proposals. It is the responsibility of the offeror to make sure their proposal is delivered on time.

Hard copy or email proposals will not be accepted. Late proposals will not be accepted, nor will additional time be granted to any individual Vendor.

Attachments must be smaller than 50MB in order to be received by the University.

In compliance with this Request For Proposal and to all the conditions imposed therein and hereby incorporated by reference, the undersigned offers and agrees to furnish the goods or services in accordance with the attached signed proposal and as mutually agreed upon by subsequent negotiation.

AUTHORIZED SIGNATURE: DocuSigned by: Stephen A. Tolmie, Jr. 446DB881BE0F407... Date: 4/29/2026

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QUARTZY

Conclusion

VHEPC's initiative represents a push toward more transparent, scalable, and efficient research procurement. Quartzy is uniquely aligned to support that vision, not only as a supplier, but as a comprehensive solution that improves how research organizations operate.

Quartzy's proposal delivers strength across all evaluation criteria. Our broad and flexible product catalog ensures high quality and suitability across diverse research environments. Our proven experience supporting thousands of laboratories, including successful enterprise deployment at the University of Virginia, demonstrates the qualifications and scale required to support VHEPC institutions. Our implementation and service model provides a structured, repeatable methodology that drives rapid adoption and sustained usage.

From a cost perspective, Quartzy introduces a differentiated value proposition that extends beyond traditional pricing models. By combining competitive product pricing with reduced or fully waived SaaS costs and industry-leading shipping benefits, Quartzy delivers measurable financial savings while simultaneously modernizing procurement infrastructure. In parallel, our established network of diverse suppliers and small business designation enables immediate and meaningful support of SWaM objectives.

Most importantly, Quartzy enables institutions to operate more effectively. Researchers gain speed and flexibility. Procurement gains visibility and control. Finance gains automation and accuracy. EHS gains compliance and confidence. The result is a more efficient, transparent, and scalable research environment.

Quartzy welcomes the opportunity to partner with VHEPC and its member institutions to deliver on the goals of this initiative and to help define the next generation of research procurement.

Stephen A. Tolmie, Jr

DocuSigned by:
Stephen A. Tolmie, Jr.
446DB881BE9F407...

5/8/2026

Vice President - Strategic Sourcing & Customer Development

Product Category	Manufacturer	Discount % (Minimum)	Discount (Highest)	Net Price	UOM	Volume Tier (if applicable)
Cells/Cell Lines		1	10			
General Chemicals		10	40			
Antibodies		1	30			
Media/Cell Culture Solutions		1	15			
Proteins		1	10			
Solutions		5	20			
Enzymes		1	15			
Chemicals & Biologics - Other		5	30			
Plasticware		5	40			
Glassware		5	40			
Consumables - Other		5	35			
Equipment		1	20			
Filtration		1	20			
Kits		1	10			
PPE		10	30			
Office		10	50			
Safety & Cleaning		10	50			
Storage		1	40			
All	Sigma-Aldrich	10	40			
All	Corning	2	25			Addiitonal Larger Discounts Available through C-Contract on a sku by sku basis
All	New England Biolabs (NEB)	2	4			
All	CELLTREAT	20	40			
All	R&D Systems	2	10			
All	Bio-Rad	2	10			
All	Abcam	1	1			Special Promotional Sizes available in 2026 upto 70% off List
All	Cytiva	2	20			
All	Agilent Technologies	5	30			
All	Zymo Research	2	20			
All	Rainin	2	20			
All	BD	0	25			
All	Eppendorf	5	15			
All	Promega	2	10			
All	Lonza	2	15			
All	MedChem Express	10	15			
All	Cayman Chemical Company	5	10			
All	PeproTech	2	4			
All	Beckman Coulter	2	15			
All	Kimberly-Clark	5	20			
All	Novus Biologicals	2	4			
All	Selleck Chemicals	2	20			
All	Genesee Scientific	5	25			
All	Greiner Bio-One	10	25			
All	Chemglass	2	20			
All	Ansell	10	35			
All	Globe Scientific	5	25			
All	Tocris	2	4			
All	Vector Laboratories	2	2			
All	Ambeed Inc.	20	20			
All	NEST Scientific	5	20			
All	Omega Bio-Tek	2	15			
All	ACROBiosystems	2	2			
All	Roche	2	15			
All	Research Products International	2	15			
All	Electron Microscopy Sciences	2	10			
All	Restek	5	20			
All	Teknova	2	5			
All	Labcon	2	25			
All	Jackson ImmunoResearch	2	10			
All	MTC Bio	10	25			

Qualification Tier	Mid-Level	Premium	Enterprise
Member Spend Commitment	Up to $250,000	$250,000 to $500,000	$500,000+
Shipping and Rebate Benefit	Free ground shipping on orders >$199	Free Ground Shipping	Free Ground Shipping **-plus-** 1% Annual Rebate
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Requirements		* implementation of Quartzy Punchout Tile	* implementation of Quartzy Punchout Tile

This pricing sheet reflects a range of discounts off List Price across both product categories and major manufacturer brands.

Given the breadth of Quartzy's 20M+ SKU portfolio and the wide variation in supplier margin structures, the discounts presented represent the most competitive pricing available under this program.

Because manufacturer and distributor list prices can vary significantly across the market, stated discount percentages may not always directly correlate to final net product pricing at the SKU level.

Additional discounts, promotions, hot list pricing, freight incentives, SaaS fee reductions, and rebates may be available on an organization-by-organization basis, depending on purchase volume and punchout integration, as outlined in the table below.

Quartzy reserves the right to maintain a minimum 10% profit margin

Qualification Tier	Mid-Level	Premium	Enterprise
Member Spend Commitment	Up to $250,000	$250,000 to $500,000	$500,000+
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SaaS Benefit	20% off Quartzy SaaS (per seat) **-plus-** 1st year SaaS costs are offset by shop credits (free product)	20% off Quartzy SaaS (per seat) **-plus-** 1st year SaaS costs are offset by shop credits (free product) **-OR CHOOSE-** *FREE, MULTI-YEAR, UNLIMITED SEAT SaaS subscription with implementation of Quartzy Punchout Tile	25% off Quartzy SaaS (enterprise) **-plus-** 1st year SaaS costs are offset by shop credits (free product) **-OR CHOOSE-** *FREE, MULTI-YEAR, UNLIMITED SEAT SaaS subscription with implementation of Quartzy Punchout Tile
Requirements		* implementation of Quartzy Punchout Tile	* implementation of Quartzy Punchout Tile

QUARTZY

Quartzy Negotiation Response

RFP #952642607 – Research & Industrial Supplies

Virginia Higher Education Procurement Consortium (VHEPC / VASCUPP)

Quartzy appreciates the opportunity to participate in the negotiation phase of the VHEPC Research & Industrial Supplies RFP process. We value the collaborative and forward-looking approach taken by Virginia Tech and VHEPC and are pleased to provide the following responses for consideration.

1. Virginia Tech Question:

Cost to the University is a major component of this solicitation and one of the five factors considered during the award process. Please submit your best and final pricing/discount structure for consideration.

Response:

Quartzy believes the pricing structure submitted with our proposal represents a highly competitive and differentiated offering for VHEPC institutions. In addition to aggressive category and manufacturer-based discounts across a catalog of more than 20 million SKUs, Quartzy is uniquely offering significant value-added incentives not traditionally available through scientific distributors, including reduced or fully waived SaaS subscription costs for our procurement and lab management platform, free ground shipping programs, and volume-based rebate opportunities tied to institutional participation and punchout adoption.

Quartzy remains committed to working collaboratively with individual VHEPC institutions to optimize pricing and maximize long-term value throughout the contract term.

---

2. Virginia Tech Question:

Are the prices provided with your proposal as favorable (or more favorable) as pricing provided to other Higher Educational Institutions?

Response:

Yes. Quartzy confirms that the pricing and discount structures proposed to VHEPC are comparable to, and in many cases more favorable than, pricing currently provided to other higher education and research institutions of similar size and scope. Quartzy's pricing philosophy is centered around transparency, competitiveness, and long-term partnership value.

3. Virginia Tech Question:

Do you agree to provide invoices with payment due thirty (30) days after receipt of invoice or goods/services, whichever is later?

Response:

Yes. Quartzy agrees to provide invoices with payment terms of net thirty (30) days following receipt of invoice or goods/services, whichever is later.

4. Virginia Tech Question:

If awarded a contract, do you agree to limit price increases to no more than the increase in the Consumer Price Index, CPI-W for the latest twelve (12) months for which statistics are available at the time of renewal or 3 percent, whichever is less?

Response:

Quartzy is willing to work within the requested framework and generally anticipates that annual price adjustments, if necessary, would remain within the CPI-W or 3% threshold. However, Quartzy respectfully requests flexibility for extraordinary market conditions outside of Quartzy's control, including but not limited to manufacturer-imposed increases, tariffs, supply chain disruptions, regulatory changes, or significant fluctuations in freight or raw material costs. Any such requests would be supported with appropriate documentation and discussed collaboratively with Virginia Tech prior to implementation.

5. Virginia Tech Question:

If awarded a contract, are you willing to hold prices firm for the initial contract period and the first renewal term?

Response:

Quartzy is willing to hold pricing firm for the initial contract period for standard catalog pricing and contracted discount structures, subject to extraordinary manufacturer-driven market conditions, tariffs, or supply chain events beyond Quartzy's control. Quartzy's goal is to provide pricing stability while maintaining long-term supply continuity and service quality.

6. Virginia Tech Question:

Are you registered with and willing to participate in the eVA internet procurement solution described in the terms and conditions of the RFP?

Response:

Yes. Quartzy is registered with and willing to participate in the Commonwealth of Virginia's eVA procurement system as required under the solicitation.

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7. Virginia Tech Question:

Are the prices for all goods/services listed in your proposal inclusive of all applicable eVA system transaction fees?

Response:

Yes. Pricing submitted as part of Quartzy's proposal includes applicable eVA transaction fees.

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8. Virginia Tech Question:

Are you willing to provide a report at the end of each Virginia Tech Fiscal Year detailing the money saved by the University by utilizing this contract? Virginia Tech's Fiscal Year ends June 30th of each year.

Response:

Yes. Quartzy is willing to provide an annual summary report outlining measurable savings and value delivered through utilization of the contract. Depending on data availability and institutional purchasing activity, this may include pricing savings, supplier consolidation metrics, shipping savings, rebate activity, and operational efficiencies generated through use of the Quartzy platform.

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9. Virginia Tech Question:

Do you agree that the initial contract period shall be two years?

Response:

Yes. Quartzy agrees to the proposed initial two (2) year contract term.

QUARTZY

10. Virginia Tech Question:

Upon completion of the initial contract period, do you agree that the contract may be renewed by Virginia Tech upon written agreement of both parties for four (4) two-year periods, under the terms of the current contract?

Response:

Yes. Quartzy agrees that the contract may be renewed upon mutual written agreement of both parties for up to four (4) additional two-year renewal periods under the terms of the contract.

11. Virginia Tech Question:

Prior to renewal do you agree to reevaluate pricing to be sure Virginia Tech is receiving the best possible discount or rate structure you can provide?

Response:

Yes. Quartzy agrees to periodically review pricing and discount structures in good faith prior to renewal discussions to ensure VHEPC institutions continue receiving competitive pricing and strong overall value.

12. Virginia Tech Question:

Do you agree that you will be performing services as an Independent Contractor, Company, Corporation or other business entity and are not an employee of Virginia Tech or any other Commonwealth Entity?

Response:

Yes. Quartzy acknowledges and agrees that it will perform services as an independent contractor and is not an employee of Virginia Tech or any other Commonwealth entity.

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13. Virginia Tech Question:

Do you further agree that Virginia Tech will not withhold any income taxes from its payments to contractors nor will it provide any employment benefits to the contractor or contractor's employees?

Response:

Yes. Quartzy understands and agrees that Virginia Tech will not withhold income taxes or provide employment benefits for Quartzy employees or representatives.

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14. Virginia Tech Question:

Please describe your turn-around time if emergency services are needed.

Response:

Quartzy maintains a responsive support and logistics infrastructure capable of addressing urgent research supply needs. Standard in-stock orders placed before noon typically ship same-day, and emergency requests are prioritized through Quartzy's customer support and fulfillment teams. Median support response times are <2 business hours and may vary depending on product type, availability, hazardous material requirements, cold-chain handling, and manufacturer constraints, and Quartzy will make commercially reasonable efforts to support urgent delivery requirements whenever possible.

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15. Virginia Tech Question:

How soon after contract award can you begin providing services?

Response:

Quartzy can begin providing services immediately upon contract execution. Standard ordering and fulfillment services would be available right away, while implementation of punchout integrations, onboarding, and training activities would be coordinated collaboratively with each institution based on project scope and institutional readiness.

QUARTZY

16. Virginia Tech Question:

Do you acknowledge, agree and understand that your contract is not exclusive, and that Virginia Tech cannot guarantee a minimum amount of business if a contract is awarded to your company?

Response:

Yes. Quartzy acknowledges, agrees, and understands that any resulting contract is non-exclusive and that Virginia Tech cannot guarantee a minimum amount of business.

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17. Virginia Tech Question:

Does the vendor acknowledge, agree, and understand that the terms and conditions of the RFP #952642607 shall govern the contract if a contract is awarded to your company?

Response:

Quartzy acknowledges and understands that the terms and conditions of RFP #952642607 will govern the resulting contract. Quartzy reserves the right to work collaboratively with Virginia Tech during final contract negotiations to clarify or refine specific operational, legal, or commercial provisions where appropriate and mutually agreeable.

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18. Virginia Tech Question:

If applicable, do you agree to become a certified SWaM vendor with the Virginia Department of Small Business and Supplier Diversity and maintain that certification throughout the term of this contract?

Response:

Quartzy is a federally recognized small business and actively partners with certified small, minority-owned, women-owned, and veteran-owned suppliers. While Quartzy is not currently SBSD-certified, we are committed to supporting Virginia's SWaM objectives and are willing to explore SBSD certification eligibility and requirements following contract award if applicable.

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19. Virginia Tech Question:

Please submit a W-9 on the current IRS Form Revision, and a copy of your Certificate of Insurance that meets the requirements of the solicitation.

Response:

Quartzy W-9 provided with this response, and will provide a current Certificate of Insurance meeting the requirements of the solicitation upon award and prior to contract execution.

Quartzy appreciates the opportunity to continue participating in this process and welcomes further discussion regarding any aspect of our proposal, pricing structure, implementation methodology, or service capabilities. We remain excited about the opportunity to partner with VHEPC and its member institutions to modernize and streamline research procurement across the consortium.