



Request for Proposals for Snow Plowing Services

RFP No. 2027-GA-01

Massachusetts Technology Collaborative
75 North Drive
Westborough, MA 01581-3340
<http://www.masstech.org>

Procurement Team Leader: Astrid Rodriguez-Bourdeau

RFP Issued: June 17, 2026

Required Site Visits: July 13 – July 17, 2026
(by Appointment Only)

Questions Due: July 24, 2026

Answers to Questions Posted: July 31, 2026

Responses Due: August 14, 2026 by 3PM EST

1. INTRODUCTION

1.1 Overview

Massachusetts Technology Collaborative (“Mass Tech Collaborative” or “MassTech”) is issuing this Request for Proposals for Snow Plowing Services (RFP No.2027-GA-01) (the “RFP”) to solicit responses from qualified contractors (“Respondents”) with experience in Snow Plowing and Snow Removal. Respondents will be competing against each other for selection to provide the services set forth herein (the “Services”). The submissions of all Respondents shall be compared and evaluated pursuant to the evaluation criteria set forth in this RFP, and a single Respondent may be selected.

1.2 Mass Tech Collaborative

Mass Tech Collaborative is an independent public instrumentality of the Commonwealth of Massachusetts chartered by the Commonwealth to serve as a catalyst for growing its innovation economy. MassTech Collaborative brings together leaders from industry, academia, and government to advance technology-focused solutions that lead to economic growth, job creation, and public benefits in Massachusetts. For additional information about Mass Tech Collaborative and its programs and initiatives, please visit our website at www.masstech.org.

2. SERVICES REQUIRED

2.1 The Campus

MassTech owns and operates a 10-building, 36-acre site located at 75 North Drive in Westborough, Massachusetts (the “Campus”). The Campus supports MassTech’s programmatic activities and its tenant, Kopin Corporation. MassTech actively utilizes three of the ten buildings on the Campus: (1) the George Kariotis Center, (2) Karl Weiss Education and Conference Center and (3) the Innovation Center also houses much of Mass staff. Other buildings on the Campus include the 72,000 square foot fabrication facility, currently leased by Kopin Corporation, and six other unoccupied buildings dating from the late nineteenth century. The Massachusetts Division of Fisheries & Wildlife (“F&W”) field headquarters property is located adjacent to the Campus, next to Kopin Corporation, and is also part of this request for services.

2.2 Background on the RFP

MassTech is issuing this Request for Proposals for Snow Plowing Services for the Campus and F&W beginning in the Fall of 2026 and throughout the winter seasons of 2026/2027 and 2027/2028. The selected contractor shall provide snow clearing, plowing, salting, de-icing and shoveling services on the Campus and F&W. This Award will be honored for two years, and MassTech may exercise the option to contract with the selected Respondent for an additional third winter season of 2028/2029 depending on performance. The selected Respondent will

enter into an agreement with MassTech for the services for all areas (including the “common areas”) with the exception of the Kopin area and F&W area (as outlined in **Attachment D**), which will be handled through separate contracts between the selected contractor and Kopin Corporation and F&W at the rates agreed upon as part of this RFP.

2.3 Scope of Services

Below is an outline of the services required under this RFP (see **Attachment D** for a Map of the MassTech Westborough Campus and F&W):

The selected contractor (“Contractor”) shall clear, plow, salt, sand, and de-ice the Campus and F&W and perform such additional services as set forth below, to the satisfaction of MassTech and other contracting parties receiving services, and to furnish all equipment and qualified operators as necessary or advisable.

a. Standard of Performance

It is MassTech’s expectation that the services shall be performed by Contractor to maintain, to the extent practicable, a safe and accessible campus for MassTech, Kopin, and F&W and their employees, guests, visitors, invitees, contractors and tenants. Such standard shall be satisfied from the hours of 5:00 a.m. to 1:00 a.m. seven days per week.

b. Timing

Contractor shall begin providing its services whenever either weather conditions or forecasts (including ice or snow) or road conditions on the Campus, or a combination thereof, reasonably require that performance be initiated to satisfy the above-stated Standard of Performance. In addition, for weather conditions involving either snow with an accumulation of less than two inches or ice, Contractor shall begin salting operations of the roadway immediately. Further, for weather conditions involving snow with an accumulation of two inches or more, Contractor shall begin snow removal and clearing operations immediately.

c. Other

- Contractor shall use magic salt or an ecological equivalent for all de-icing of the roadways and parking lots on the Campus, including Kopin, and Fish and Wildlife.
- Participant shall only use sand in the parking lot located to the right of the Innovation building.
MassTech is aware that using sand in the specified area will not produce the same results as the magic salt being used throughout the campus.
- Contractor shall install “snow stakes” by November 15th of each year for the purpose of marking curbs, walkways, catch basins, fire hydrants, etc. Contractor will be responsible for re-installing any snow stakes that have been damaged throughout the season. Contractor shall remove the snow stakes by May 1st of each year.

- Contractor shall provide a 24-hour answering service and cell phone number(s) to allow for emergency contact from MassTech or its security firm.
- Contractor shall have a snowplow on site and continuously working during any given snowstorm of more than 2 inches for the purpose of keeping North Drive, North Drive Extension, and all other roadways on the Campus and F&W clear of snow. The snowplow will stay on site until the snowstorm has stopped and all roads and parking lots are safe and clear for driving.
- Contractor shall make sure a pathway has been cleared to the main entrance of all buildings on the Campus (including the Auditorium, Sunset, Westview) and F&W, and to the front, rear and side entrances of the Kariotis, Weiss, and Innovation buildings by 7:30 a.m. Monday through Friday and during all times that MassTech offices are open for business. The pathways will be kept as clear as possible during a storm, with a complete clearing of the pathways from edge to edge after each storm has stopped. Contractor shall also clear all rear, side and stairwell entrances to the Kariotis, Weiss, and Innovation buildings on the Campus after each storm has stopped. Contractor shall be responsible for treating all surfaces with deicer after clearing.
- Contractor shall make sure a pathway is cleared for easy access to the power outlet used by employees for electric vehicles, located to the right side of the Innovation building near the lower level entrance.
- Contractor shall make sure a pathway is cleared to the HVAC Unit and snow is cleared away from the HVAC Unit behind the Weiss Building to maintain clear and unobstructed ventilation.
- Contractor will work with the facilities department of the Kopin Corporation and Fish & Wildlife to determine the exact snow clearing schedule for their buildings.
- Contractor shall clear snow creating clear and easy access to the flag pole, dumpster, mailboxes in front of the Innovation and Weiss buildings, clear snow from the stairs to the mechanical room at the rear of the Weiss building, and clear snow away from all fire hydrants on the Campus. Contractor will also clear snow away from the steps leading to and around the concrete pad in front of the generator which is located at the right side of the Innovation building.
- Contractor shall also monitor the height of the snow banks at the end of North Drive and North Drive Extension as well as other intersections on the campus, and shall routinely remove snow as necessary to enable good visibility for vehicles pulling out.
- Contractor shall respond to MassTech's telephone request for additional trips to clear walkways, salt roadways, walks and parking lots within one (1) hour of receipt thereof and shall follow MassTech's directions regarding areas of priority.

c. Inspection

Contractor will inspect property for pre-existing damage and submit a report detailing all pre-existing damage (with photo documentation) by commencement of contract award.

d. Damage

MassTech's Facilities Manager and Contractor will conduct walkthroughs at the end of each winter. At that time an assessment of any damage done by the contractor over the winter will be identified. Contractor is required to make arrangements to repair any damage to property prior to May 15th of each year at no additional cost. If the damage requires a longer timeframe to repair, such timeframe will be discussed with and agreed to by MassTech.

e. **Snow Relocation and Off-site Hauling**

In addition to routine plowing, sanding, and deicing, Contractor shall provide snow relocation and off-site hauling services when on site snow accumulation reaches a point where stacking and on property storage are no longer feasible, and/or where accumulated snowbanks have narrowed drive lanes, parking areas, or fire lanes to the extent that they present a safety hazard or impede normal vehicle and pedestrian access.

Contractor shall provide, as a part of this proposal, a firm with fixed pricing for snow relocation and hauling that will remain in effect for the full term of the contract. Pricing shall be submitted as a clearly itemized unit rate. For example, per hour, per cubic yard removed, per truckload with truck capacity stated including labor.

Contractor shall specify any accumulation threshold (inches) or site conditions that would trigger relocation services, and no relocation or hauling work shall be performed without prior authorization from MassTech.

f. **Additional Services**

Any additional services, in excess of the scope of the services specified above, shall be agreed upon between the parties prior to the provision thereof by Contractor. Such requests must be submitted to Contractor at least forty-eight (48) hours in advance of the time when such additional services are desired.

2.4 Pricing

Bid pricing **must** be submitted on the spreadsheet provided with this RFP (**Attachment C**) and broken down by the specified areas of the Campus and F&W. The fee structure must be based upon the following:

- a. Contractor shall give a fixed price for snow removal up to 48 inches.
- b. Contractor shall give a fixed price for snow removal from 48 inches to 60 inches.
- c. Contractor shall give a fixed price for snow removal over 60 inches.
- d. Contractor shall give an hourly fixed price for extra equipment costs (include different equipment types) and labor for extra snow removal or related services that may be required in excess of the specified services in this RFP.
- e. Contract shall give a fixed price for snow relocation and hauling with a clearly itemized until rate as outlined in Section 2.3 f., above.

Aggregate Snowfall Measurement: For the purposes of the pricing structure set forth above, the aggregate snowfall accumulation shall equal the cumulative total snowfall measurement on the records of the Town of Westborough, Department of Public Works.

3. APPLICATION PROCESS

3.1 Application and Submission Instructions

Respondents are cautioned to read this RFP carefully and to conform to its requirements. Failure to comply with the requirements of this RFP may serve as grounds for rejection of an Application.

- a. All responses (“Applications”) must be submitted electronically.
- b. Required Submissions- All Applications must include the items listed below:
 - Application Cover Sheet (**Attachment A**)
 - Application, which must include:
 - A description of Respondent (including descriptions of proposed subcontractors, if any), whether Respondent is a minority or women owned business, and Respondent's qualifications to perform the services.
 - The proposed approach to providing the Services. Additionally, Respondents are invited to propose alternative(s) which provide substantially better or more cost-effective performance than achievable under the stated RFP scope of services.
 - Total not-to-exceed costs for providing the Services based on the guidelines in Section 2.4, in the Budget Template (**Attachment C**).
 - Additional fees, overhead charges, or reimbursable expenses, if any. As a general policy, MassTech does not pay mark-ups on reimbursables or out-of-pocket expenses. MassTech also does not pay for word processing, overtime or meals. For travel costs, the MassTech pays the IRS rate per mile.
 - Three references for work previously performed by the Respondent which is substantially similar to the Services requested. References should include a contact person, address and phone number.
 - Copy of current W-9 Form
 - Authorized Application Signature and Acceptance Form (**Attachment B**). **By executing the Authorized Respondent’s Signature and Acceptance Form and submitting a response to this RFP, Respondents certify that they are in compliance with the terms, conditions and specifications contained in this RFP, and agree that MassTech shall not be liable**

under any circumstances for the disclosure of any materials submitted to MassTech pursuant to this RFP or upon a Respondent’s selection.

- c. Interested Respondents **must** schedule a site visit between July 13, 2026 and July 17, 2026 before submitting an Application. Visits may be requested by emailing rodriguez-bourdeau@masstech.org.
- d. Applications **must** be delivered electronically to proposals@masstech.org (please include the RFP number in the subject heading).
- e. Any and all responses, Applications, data, materials, information and documentation submitted to Mass Tech Collaborative in response to this RFP shall become Mass Tech Collaborative’s property and shall be subject to public disclosure. As a public entity, the Mass Tech Collaborative is subject to the Massachusetts Public Records Law (set forth at Massachusetts General Laws Chapter 66). There are very limited and narrow exceptions to disclosure under the Public Records Law. If a Respondent wishes to have the Mass Tech

3.2 Application Timeframe

The application process will proceed according to the following schedule. The target dates are subject to change. Therefore, Respondents are encouraged to check Mass Tech Collaborative’s website frequently for updates to the schedule.

Task	Date:
RFP Released	June 17, 2026
Required Site Visits- by Appointment Only	July 13 – July 17, 2026
Questions Due	July 24, 2026 @ 5 PM EST
Question and Answer File Posted	July 31, 2026 @ 5 PM EST
Applications Due	August 14, 2026 @ 3 PM EST

3.3 Questions

Questions regarding this RFP must be submitted by electronic mail to proposals@masstech.org with the following Subject Line: “Questions – RFP No. 2027-GA-01“. All questions must be received by 5:00 p.m. EST on July 24, 2026. Responses to all questions received will be posted on or before 5:00 p.m. on July 31, 2026 to Mass Tech Collaborative and Comm-Buys website(s).

4. EVALUATION PROCESS AND CRITERIA

4.1 Process

Mass Tech Collaborative shall evaluate each Application that is properly submitted. As part of the selection process, Mass Tech Collaborative may invite finalists to answer questions regarding their Application in person or in writing. In its sole discretion, Mass

Tech Collaborative may also choose to enter into a negotiation period with one or more finalist Respondent(s) and then ask the Respondent(s) to submit a best and final offer.

4.2 Criteria

Selection of a Respondent to provide the services sought herein may be based on criteria that include but are not limited to:

- Respondent’s capabilities, including:
 - The ability to respond to and meet the guidelines and conditions set forth in this RFP; and
 - Demonstrated capacity, equipment and organizational structure to perform the type of services sought.
- Qualifications and experience of Respondent;
- Experience in providing similar services to other clients;
- Record of performance with other clients;
- Reasonableness of budget; and
- Lack of debarment status by either the state or federal government is also required.

The order of these factors does not generally denote relative importance. The goal of this RFP is to select and enter into an Agreement with the Respondent that will provide the best value for the Services to achieve MassTech Collaborative’s goals. Mass Tech Collaborative reserves the right to consider such other relevant factors as it deems appropriate in order to obtain the “best value”.

5. GENERAL CONDITIONS

5.1 General Information

- a. If an Application fails to meet any material terms, conditions, requirements or procedures, it may be deemed unresponsive and disqualified. The Mass Tech Collaborative reserves the right to waive omissions or irregularities that it determines to be not material.
- b. This RFP, as may be amended from time to time by Mass Tech Collaborative, does not commit Mass Tech Collaborative to select any firm(s), award any contracts for services pursuant to this RFP, or pay any costs incurred in responding to this RFP. Mass Tech Collaborative reserves the right, in its sole discretion, to withdraw the RFP, to engage in preliminary discussions with prospective Respondents, to accept or reject any or all Applications received, to request supplemental or clarifying information, to negotiate with any or all qualified Respondents, and to request modifications to Applications in accordance with negotiations.
- c. On matters related solely to this RFP that arise prior to an award decision by the Mass Tech Collaborative, Respondents shall limit communications with the Mass Tech Collaborative to the Procurement Team Leader and such other individuals as the Mass

Tech Collaborative may designate from time to time. No other Mass Tech Collaborative employee or representative is authorized to provide any information or respond to any questions or inquiries concerning this RFP. Respondents may contact the Procurement Team Leader for this RFP in the event this RFP is incomplete.

- d. Mass Tech Collaborative may provide reasonable accommodations, including the provision of materials in an alternative format, for Respondents with disabilities or other hardships. Respondents requiring accommodations shall submit requests in writing, with supporting documentation justifying the accommodations, to the Procurement Team Leader. The Mass Tech Collaborative reserves the right to grant or reject any request for accommodations.
- e. Respondent's Application shall be treated by Mass Tech Collaborative as an accurate statement of Respondent's capabilities and experience. Should any statement asserted by Respondent prove to be inaccurate or inconsistent with the foregoing, such inaccuracy or inconsistency shall constitute sufficient cause for Mass Tech Collaborative in its sole discretion to reject the Application and/or terminate of any resulting Agreement.
- f. Costs that are not specifically identified in the Respondent's response and/or not specifically accepted by Mass Tech Collaborative as part of the Agreement will not be compensated under any contract awarded pursuant to this RFP.
- g. Mass Tech Collaborative's prior approval is required for any subcontracted services under any Agreement entered into as a result of this RFP. The selected Respondent will take all appropriate steps to assure that minority firms, women's business enterprises, and labor surplus area firms are used when possible. The selected Respondent is responsible for the satisfactory performance and adequate oversight of its subcontractors. Subcontractors are required to meet the same requirements and are held to the same reimbursable cost standards as the selected Respondent.
- h. Submitted responses must be valid in all respects for a minimum period of sixty (60) days after the deadline for submission.

5.2 Posting of Modifications/Addenda to RFP

This RFP has been distributed electronically using the Mass Tech Collaborative and COMMBUYS websites. If Mass Tech Collaborative determines that it is necessary to revise any part of this RFP, or if additional data is necessary to clarify any of its provisions, an addendum will be posted to the websites. It is the responsibility of each potential Respondent to check the Mass Tech Collaborative and COMMBUYS websites for any addenda or modifications to the RFP, and to check the Q&A document, which may contain relevant information for all bidders. Mass Tech Collaborative accepts no liability and will provide no accommodation to Respondents who submit a response based on an out-of-date RFP.

Attachment A
Application Cover Sheet

Name of Respondent			
Mailing Address	City/Town	State	Zip Code
Telephone	Fax	Web Address	
Primary Contact for Clarification		Primary Contact E-mail Address	
Authorized Signatory		Authorized Signatory E-mail Address	
Legal Status/Jurisdiction (e.g., a Massachusetts Corporation, LLC, LLP, etc.)		Respondent's UEI No.	
		Respondent's EIN	

Attachment B
Authorized Respondent's Signature and Acceptance Form

The undersigned is a duly authorized representative of Respondent listed below. Respondent has read and understands the RFP requirements. Respondent acknowledges that all of the terms and conditions of the RFP are mandatory, and that Respondent's response is compliant with such requirements.

Respondent understands that, if selected, Respondent and Mass Tech Collaborative will execute an Agreement specifying the mutual requirements of participation.

Respondent agrees that the entire bid response will remain valid for sixty (60) days from receipt by Mass Tech Collaborative.

I certify that Respondent is in compliance with all corporate filing requirements and State tax laws.

I further certify that the statements made in this response to the RFP, including all attachments and exhibits, are true and correct to the best of my knowledge.

Respondent: _____
(Printed Name of Respondent)

By: _____
(Signature of Authorized Representative)

Name: _____

Title: _____

Date: _____

Attachment C
Budget Template

SEE EXCEL SPREADSHEET

