

**School Photographic Services Fact Sheet:
Victor O'Neill Studios, LLC, Contract # VOS 32-11smc
Serving Elementary, Middle & High Schools**

Contractor	<p align="center">Victor O'Neill Studios, LLC 313 Park Avenue, Suite 200, Falls Church, VA 22046 703-532-0013 FAX 703-532-2030</p>		
Contact Information	<p align="center"><u>Contacts</u></p> <table border="0"> <tr> <td data-bbox="397 504 941 630"> <p>Mr. David Simpson, Sales/Marketing Director Office: 703-532-0013, Ext. 900 Cell: 413-658-5406 david@vosphoto.com</p> </td> <td data-bbox="1088 504 1518 630"> <p>Mr. Mike Harris, President Office: 703-532-0013, Ext. 600 Cell: 571-436-2960 mike@vosphoto.com</p> </td> </tr> </table>	<p>Mr. David Simpson, Sales/Marketing Director Office: 703-532-0013, Ext. 900 Cell: 413-658-5406 david@vosphoto.com</p>	<p>Mr. Mike Harris, President Office: 703-532-0013, Ext. 600 Cell: 571-436-2960 mike@vosphoto.com</p>
<p>Mr. David Simpson, Sales/Marketing Director Office: 703-532-0013, Ext. 900 Cell: 413-658-5406 david@vosphoto.com</p>	<p>Mr. Mike Harris, President Office: 703-532-0013, Ext. 600 Cell: 571-436-2960 mike@vosphoto.com</p>		
Pricing, commission, complimentary items:	See contract		
Contract Term:	March 4, 2015 – March 4, 2016 – no remaining renewals		
Principal's Choice:	Renewal occurs during January & February of each year, select from the four awarded Contractors, complete the attached one-page form, and return a copy to Procurement for the contract file. Contractors may only contact schools during January and February to solicit business for the following school year; Principals/School authorized personnel may contact Contractors outside of this sixty-day period to select for the next school year, if they prefer.		
Contract Deliverables:	<ul style="list-style-type: none"> • All students & staff photographed for yearbook/file photo purposes regardless of order • Delivery within thirty (30) days • Unconditional guarantee on every portrait; retake or complete refund within 30 days • Full accounting of sales and commission provided • Staff members and two (2) volunteers (not required) receive complimentary picture 		
Elementary Schools	<ul style="list-style-type: none"> • 2 Photographers and 2 assistants per session; on-line password protected ordering • 2 Administrative CD's and 1 Publisher's CD provided • 2 sticky-back photos, every student, for files 		
Middle Schools	<ul style="list-style-type: none"> • 2-4 Photographers and 2-4 assistants per session; on-line password protected ordering • Up to 3 candid photo days and one night activity for yearbook photo purposes • 2 Administrative CD's and 1 Publisher's CD provided • 2 sticky-back photos, every student, for files • 1 color ID card for each student and staff member, on the spot (if not, within 2 weeks) 		
High Schools	<ul style="list-style-type: none"> • Basic retouching included for Sr. Portraits with premium retouching offered as upgrade • Up to 2 candid/ club photo days and 3 days to photograph underclassmen • 2 Administrative CD's and 1 Publisher's CD provided • Senior proofs printed on the spot; portrait packages w/in 6 weeks of purchase • Underclassmen, 30 days; sports, w/in 3 weeks; dance, on the spot w/image CD/photos • Student ID cards provided on the spot (if not, within 2 weeks) with alpha list by grade • Candid coverage of all sports teams 		
School/Principal Responsibilities:	<ul style="list-style-type: none"> • Provide any applicable dress codes to Contractor • Provide any school-desired limit to number of students in Middle School "Buddy Photos" • Meet with Contractor to discuss and verify scheduling for all photo sessions, special events, club photos, sports photos, or any other requirements • Complete the attached form and return it to Procurement to verify what Contractors are used each school year; you should not have to sign any other agreements, but if you are asked to, those agreements must reference Contract# VOS 32-11smc as the ruling document and can be reviewed by Procurement at your request • Contact Procurement with any additions made to the contract, to add via official contract modification so that all schools are aware of new options • Contact Procurement in writing to report any serious violations or breach of contract, or if any contract interpretation/clarification is needed 		

School Photographic Services Annual Sign-Up Sheet

(To be completed & sent to Procurement Division prior to school year)

Principal(s) will send this completed form to the Procurement Division each spring when contracting for the following school year. Principals or their designees may schedule photo sessions and customize them as required to best meet the needs of that particular Fauquier County Public School. However, Principals or their designees will share any substantial changes to the contract pricing or options with the Procurement Division for addition via modification, to keep all other schools within the district informed of their contract options.

Principals are not required to sign any additional contracts or agreements other than as noted below.

School Name:

Principal/Key Contact for Photographic Services:

Select one contractor from the list below, applicable to your school level:

School Year: _____

- Strawbridge Studios, Contract# SS 32-11smc
- Wing IT Photo Arts, Contract# WI 32-11smc
- Lifetouch National School Studios, Contract # LNS 32-11smc
- Victor O'Neill Studios, Contract # VOS 32-11smc

Contractors may submit quote sheets or schedules to Principals or their appointed designees, but the Contractor may not require Principals to sign any additional contracts or agreements, other than those acknowledging the upcoming school year schedule, sessions or specific school requirements under the existing contracts; any schedule, session or specific requirement documents requiring Principal's signatures must reference the Contractor's official FCPS contract number.

Substantial changes to consider adding to the existing contract via modification (note here or, provide an attachment):

Keep original, send copy of this form to S. Monaco, CPPB, Procurement Division, via e-mail (susan.monaco@fauquiercounty.gov), fax (FAX 540-422-8355) or courier

**FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
PROCUREMENT DIVISION**

320 Hospital Drive, Suite 23
Warrenton, Virginia 20186

Phone: (540) 422-8348 Fax: (540) 422-8355

susan.monaco@fauquiercounty.gov

March 4, 2015

Victor O'Neill Studios, LLC
Attn: Mr. Mike Harris, President
313 Park Ave., Suite 100
Falls Church VA 22046

RE: Contract # VOS 32-11smc, School Photographic Services

Dear Mr. Harris:

Fauquier County Government and Public Schools wishes to exercise its option to renew the above referenced contract for the final one year period; the period of the renewal will be from **March 5, 2015 through March 4, 2016.**

It is understood and agreed that all terms, conditions, modifications and prices remain the same during the contract renewal period.

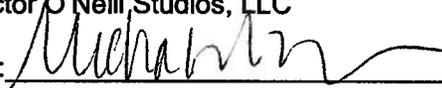
If this renewal is agreeable with your firm, please sign this letter in the space provided below and return it to this office within three (3) days. A fully executed copy will be returned to you.

Thank you for your continuing service to Fauquier County Government and Public Schools.

Sincerely,

Susan R. Monaco, CPPO, CPPB
Procurement Manager

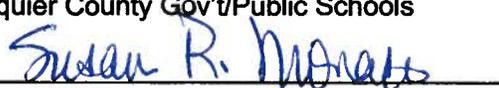
Victor O'Neill Studios, LLC

By: 

Title: owner

Date: 3/4/15

Fauquier County Gov't/Public Schools

By: 

Susan R. Monaco, CPPO, CPPB

Title: Procurement Manager

Date: 3/9/2015

FAUQUIER COUNTY SCHOOL BOARD,
a political subdivision of the Commonwealth of Virginia
Contract # VOS 32-11smc, Photographic Services

This Agreement is made and entered into this 4th day of March 2011, by the Fauquier County School Board, a political subdivision of the Commonwealth of Virginia (hereinafter referred to as "Owner") and, Victor O'Neill Studios, LLC, located at 313 Park Ave. Suite 100, Falls Church, VA, 22046, hereinafter referred to as "Contractor".

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

SCOPE OF SERVICES: The Contractor shall provide Photographic Services for Fauquier County Elementary, Middle and High Schools as set forth in the Contract Documents.

COMPENSATION: The Owner will pay and the Contractor will accept in full consideration for the performance during the contract term, the fees attached hereto.

CONTRACT PERIOD: March 4, 2011 through March 4, 2014, with two (2) additional one-year renewal terms as mutually agreed upon by both parties. Contractor may only solicit annual renewals with each school during the sixty-day period prior to March, in January and February, unless approached directly by any given school.

The contract documents shall consist of and are listed in order of priority:

- (1) This signed form;
- (2) RFP# 32-11sm, dated December 17, 2010;
- (3) The Contractor's two (2) page e-mail response dated February 28 and March 2, in response to final e-mail clarification dated February 25, 2011; Contractor's eight (8) page Interview Agenda answers and clarification provided February 18, 2011 inclusive of seven (7) revised pricing pages for Elementary and Middle Schools; and Contractor's proposal dated January 3, 2011, all of which documents are incorporated herein.

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

Victor O'Neill Studios, LLC

By: Michelle [Signature]

Title: PRESIDENT

Date: 3/10/11

Fauquier County School Board, a political subdivision of the Commonwealth of Virginia

By: Susan R. Monaco [Signature]
Susan R. Monaco, CPPB

Title: Procurement Manager

Date: 3/14/2011

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP# 32-11sm, Photographic Services for Schools
PROPOSAL PRICING SCHEDULE

ELEMENTARY SCHOOL FALL PORTRAITS

Packages	Prices	Packages	Prices
Package A:		Package G (only w/ a package):	
2 – 8x10		2 – 5x7	<u>\$11</u>
2 – 5x7			
2 – 3x5		Package H (only w/ a package):	
4 gift wallet		8 gift wallets	<u>\$11</u>
8 wallet exchange	<u>\$51.00</u>		
		Package I (only w/ a package):	
Package B:		1 – 5x7	
1 – 8x10		4 personalized wallets	<u>\$13</u>
2 – 5x7			
2 – 3x5		Package J (only w/ a package):	
4 gift wallet		Image CD	<u>\$17</u>
8 wallet exchange	<u>\$41</u>		
		Package K	
Package C:		(when added to package C):	
1 – 5x7		Keepsake 8x10, personalized	<u>\$10</u>
2 – 3x5			
4 gift wallet		Package L	
8 wallet exchange	<u>\$27</u>	(when added to package A or B):	
		Image CD	<u>\$10</u>
Package D:			
1 – 8x10		Retouching:	\$6
4 gift wallet		Star Appeal:	\$4
8 wallet exchange	<u>\$26</u>	Shade Color Background:	\$4
Package E:		Commission: Victor O’Neill Studios will	
1 – 5x7		pay 40% commission on the sale of all fall	
2 gift wallets		picture packages.	
4 wallet exchange	<u>\$17</u>		
Package F:			
1 – 3x5			
4 wallet exchange	<u>\$9</u>		

Please note that all submitted prices include commissions; commission percentage will be submitted to the Owner school where the photo session took place, including a full summary and accounting of the event.

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP# 32-11sm, Photographic Services for Schools
PROPOSAL PRICING SCHEDULE

ELEMENTARY SCHOOL SPRING PORTRAITS (on green screen w/ 9 background choices)

Packages **Prices**

Package A:
 1 – Keepsake 8x10
 1 – 8x10
 2 – 5x7
 2 – 3x5
 8 gift wallet
 16 wallet exchange \$51.00

Package B:
 1 – 8x10
 2 – 5x7
 4 – 3x5
 8 gift wallet
 16 wallet exchange \$45

Package C:
 2 – 5x7
 4 – 3x5
 4 gift wallet
 8 wallet exchange \$28

Package D:
 4 – 3x5
 4 gift wallet
 8 wallet exchange \$19

Package E:
 1 – 3x5
 4 wallet exchange \$14

Bonus **Prices**

Bonus F (only w/ a package):
 1 – 8x10 Class Picture \$13

Bonus G (only w/ a package):
 8 personalized wallets \$11

Commission: Victor O’Neill Studios will pay 40% commission on the sale of all spring picture packages.

Please note that all submitted prices include commissions; commission percentage will be submitted to the Owner school where the photo session took place, including a full summary and accounting of the event.

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP# 32-11sm, Photographic Services for Schools
PROPOSAL PRICING SCHEDULE

ELEMENTARY SCHOOL COMMISSIONS

ELEMENTARY SCHOOL FALL PORTRAITS

Commission % per Portrait Packages offered: 40 %

ELEMENTARY SCHOOL SPRING PORTRAITS

Commission % per Portrait Packages offered: 40 %

Please note that all submitted prices include commissions; commission percentage will be submitted to the Owner school where the photo session took place, including a full summary and accounting of the event.

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP# 32-11sm, Photographic Services for Schools
PROPOSAL PRICING SCHEDULE

MIDDLE SCHOOL FALL PORTRAITS

Packages	Prices	Packages	Prices
Package A:		Package G (only w/ a package):	
2 – 8x10		2 – 5x7	<u>\$11</u>
2 – 5x7			
2 – 3x5		Package H (only w/ a package):	
4 gift wallet		8 gift wallets	<u>\$11</u>
8 wallet exchange	<u>\$51.00</u>		
		Package I (only w/ a package):	
Package B:		1 – 5x7	
1 – 8x10		4 personalized wallets	<u>\$13</u>
2 – 5x7			
2 – 3x5		Package J (only w/ a package):	
4 gift wallet		Image CD	<u>\$17</u>
8 wallet exchange	<u>\$41</u>		
		Package K	
Package C:		(when added to package C):	
1 – 5x7		Keepsake 8x10, personalized	<u>\$10</u>
2 – 3x5			
4 gift wallet		Package L	
8 wallet exchange	<u>\$27</u>	(when added to package A or B):	
		Image CD	<u>\$10</u>
Package D:			
1 – 8x10		Retouching:	\$6
4 gift wallet		Star Appeal:	\$4
8 wallet exchange	<u>\$26</u>	Shade Color Background:	\$4
Package E:		Commission: Victor O’Neill Studios will	
1 – 5x7		pay 40% commission on the sale of all fall	
2 gift wallets		picture packages.	
4 wallet exchange	<u>\$17</u>		
Package F:			
1 – 3x5			
4 wallet exchange	<u>\$9</u>		

Please note that all submitted prices include commissions; commission percentage will be submitted to the Owner school where the photo session took place, including a full summary and accounting of the event.

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP# 32-11sm, Photographic Services for Schools
PROPOSAL PRICING SCHEDULE

MIDDLE SCHOOL SPRING PORTRAITS (on green screen w/ 9 background choices)

Packages	Prices
Package A:	
1 – Keepsake 8x10	
1 – 8x10	
2 – 5x7	
2 – 3x5	
8 gift wallet	
16 wallet exchange	<u>\$51.00</u>

Package B:	
1 – 8x10	
2 – 5x7	
4 – 3x5	
8 gift wallet	
16 wallet exchange	<u>\$45</u>

Package C:	
2 – 5x7	
4 – 3x5	
4 gift wallet	
8 wallet exchange	<u>\$28</u>

Package D:	
4 – 3x5	
4 gift wallet	
8 wallet exchange	<u>\$19</u>

Package E:	
1 – 3x5	
4 wallet exchange	<u>\$14</u>

Bonus	Prices
Bonus F (only w/ a package):	
1 – 8x10 Class Picture	<u>\$13</u>

Bonus G (only w/ a package):	
8 personalized wallets	<u>\$11</u>

Commission: Victor O’Neill Studios will pay 40% commission on the sale of all spring picture packages.

“BUDDY PHOTOS” (added via 2/28/2011 e-mail)

VOS will provide pre-pay envelopes for buddy pictures that contain the following three package choices:

A. 1--8x10, 2--5x7s and 8 wallets: \$20.00

B. 2--5x7s and 8 wallets: \$15.00

C. 1--5x7 and 4 wallets: \$12.00

No per student charge; limit of 4 students per picture.

VOS asks for a limit as to how many pictures any individual student can be in, to minimize the time students are away from class. This limit could be determined in consultation with individual school staff.

Please note that all submitted prices include commissions; commission percentage will be submitted to the Owner school where the photo session took place, including a full summary and accounting of the event.

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP# 32-11sm, Photographic Services for Schools
PROPOSAL PRICING SCHEDULE

MIDDLE SCHOOL SPORTS PICTURES

Package A			
	1	Memory Mate	
	1	10 x 8 Team	
	1	5 x 7 Individual	
	4	Gift Wallets	
	16	Star Cards	\$44.00
Package B	1	Memory Mate	
	1	7 x 5 Team	
	2	5 x 7 Individual	
	4	Wallets	
	16	Star Cards	\$42.00
Package C	1	Memory Mate	
	1	7 x 5 Team	
	2	3 x 5 Individual	
	16	Star Cards	\$41.00
Package D	1	8 x 10 Cover Star	\$16.00
Package E	1	8 x 10 Cover Star Calendar	\$16.00
Package F	16	Star Cards	\$22.00
Package G	2	Brag Tags	\$12.00
Package H	2	Magnets	\$12.00
Package I	1	8x10 All Star	\$15.00
Package J	2	5 x 7 Individual	\$16.00
Package K	8	Wallet Individual	\$12.00
Package L	2	3" Buttons	\$12.00
Package M	1	8x10 Team	\$13.00
Package O	1	5x7 Team	\$8.00

MIDDLE SCHOOL 8TH GRADE PANORAMIC

1 – 8x20 Panoramic (laminated)	<u>\$19</u>	Shipping/packaging	<u>\$6</u>
1 – 8x20 Panoramic	<u>\$16</u>		

Revised Pricing Schedules—

Victor O'Neill Studios Proposal for RFP#32, Photographic Services for Schools

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP# 32-11sm, Photographic Services for Schools
PROPOSAL PRICING SCHEDULE

MIDDLE SCHOOL COMMISSIONS

MIDDLE SCHOOL FALL PORTRAITS

Commission % per Portrait Packages offered: 40 %

MIDDLE SCHOOL SPRING PORTRAITS

Commission % per Portrait Packages offered: 40 %

MIDDLE SCHOOL SPORTS PHOTOS

Commission % per Sports Packages offered: 20 %

8TH GRADE PANORAMIC PHOTOS

Commission % per Panoramic Photo offered: 20 %

Please note that all submitted prices include commissions; commission percentage will be submitted to the Owner school where the photo session took place, including a full summary and accounting of the event.

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP# 32-11sm, Photographic Services for Schools
PROPOSAL PRICING SCHEDULE

HIGH SCHOOL FALL PORTRAITS

Packages	Prices	Packages	Prices
Package A:		Package G (only w/ a package):	
2 – 8x10		2 – 5x7	<u>\$11</u>
2 – 5x7			
2 – 3x5		Package H (only w/ a package):	
4 gift wallet		8 gift wallets	<u>\$11</u>
8 wallet exchange	<u>\$51.00</u>		
		Package I (only w/ a package):	
Package B:		1 – 5x7	
1 – 8x10		4 personalized wallets	<u>\$13</u>
2 – 5x7			
2 – 3x5		Package J (only w/ a package):	
4 gift wallet		Image CD	<u>\$17</u>
8 wallet exchange	<u>\$41</u>		
		Package K	
Package C:		(when added to package C):	
1 – 5x7		Keepsake 8x10, personalized	<u>\$10</u>
2 – 3x5			
4 gift wallet		Package L	
8 wallet exchange	<u>\$27</u>	(when added to package A or B):	
		Image CD	<u>\$10</u>
Package D:			
1 – 8x10		Retouching:	\$6
4 gift wallet		Star Appeal:	\$4
8 wallet exchange	<u>\$26</u>	Shade Color Background:	\$4
Package E:			
1 – 5x7			
2 gift wallets			
4 wallet exchange	<u>\$17</u>		
Package F:			
1 – 3x5			
4 wallet exchange	<u>\$9</u>		

Please note that all submitted prices include commissions; commission percentage will be submitted to the Owner school where the photo session took place, including a full summary and accounting of the event.

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP# 32-11sm, Photographic Services for Schools
PROPOSAL PRICING SCHEDULE

HIGH SCHOOL SENIOR PORTRAITS

1. **Imperial (up to 5 poses): \$599.00**
 - 1 – 20 x 24 Canvas Wall Print
 - 8 – 8 x10 portraits
 - 10 – 5x7 portraits
 - 12 – 3 x5 portraits
 - 144 Wallets

Bonus: 8 deluxe portrait folders for the 8 x 10s, 1 large leatherette portfolio with all your portrait proofs.

2. **Platinum (up to 4 poses): \$518.00**
 - 1 – 16 x 20 canvas wall print
 - 6 – 8 x 10 portraits
 - 8 – 5 x 7 portraits
 - 12 – 3 x 5 portraits
 - 120 – Wallets

Bonus: 6 deluxe portrait folders for the 8 x 10s; 1 large leatherette portfolio with all your portrait proofs.

3. **Westover (up to 4 poses): \$324.00**
 - 1 – 16 x 20 wall portraits
 - 4 – 8 x 10 portraits
 - 8 – 5 x 7 portraits
 - 16 – 3 x 5 portraits
 - 96 – Wallets

4. **Collegiate (up to 3 poses): \$249.00**
 - 3 – 8 x 10 portraits
 - 6 – 5 x 7 portraits
 - 12 – 3 x 5 portraits
 - 72 – Wallets

5. **Senior Spectacular (up to 2 poses): \$226.00**
 - 1 – 11 x 14 wall portrait
 - 3 – 8 x 10 portraits
 - 6 – 5 x 7 portraits
 - 12 – 3 x 5 portraits
 - 48 – Wallets

6. **Graduate (1 pose):** **\$182.00**
 2 – 8 x 10 portraits
 4 – 5 x 7 portraits
 8 – 3 x 5 portraits
 24 – Wallets
7. **Varsity (1 pose):** **\$97.00**
 1 – 8 x 10 portraits
 4 – 5 x 7 portraits
 4 – 3 x 5 portraits
8. **Silver (1 pose):** **\$49.00**
 2 – 5 x 7 portraits
 4 – 3 x 5 portraits

Supreme Option (Add to senior package): \$40.00

Portraits will be sprayed with a matte satin finish to protect and beautify the portraits. All wallets will be stamped with name and graduation year in 10 ct. gold foil. Each wallet is die cut with rounded edges. Included with Imperial and Platinum.

ADDITIONAL SENIOR PORTRAITS

Available only with the purchase of a package.

1	16 x 20 (mounted)	\$ 91.00
1	11 x 14 (mounted)	\$ 54.00
1	8 x 10	\$ 28.00
2	5 x 7	\$ 28.00
4	3 x 5	\$ 28.00
8	Wallets	\$ 18.00
16	Wallets	\$ 30.00
24	Wallets	\$ 40.00
32	Wallets	\$ 50.00
40	Wallets	\$ 58.00
48	Wallets	\$ 62.00
96	Wallets	\$ 80.00

A LA CARTE SENIOR PORTRAITS

Available without the purchase of a package

1	16 x 20 (mounted)	\$ 141.00
1	11 x 14 (mounted)	\$ 79.00
1	8 x 10	\$ 37.00
2	5 x 7	\$ 37.00
4	3 x 5	\$ 37.00
8	Wallets	\$ 29.00

Retouching:

Remove stray hair:	\$49.00
Remove braces:	\$49.00
Remove glass glare:	\$49.00
Remove mole, tan lines:	\$49.00

Senior Portrait Session Sitting Fees:

- ✓ Yearbook : Yearbook only...no fee This consists of two (2) tux/drape poses*
- ✓ Traditional: We supply the tuxedos and drapes. Six different previews: \$10 sitting fee
- ✓ Cameo: Close-up poses in student's choice of clothing using fashion backgrounds and professional lighting techniques. Includes your 6 traditional poses plus 4 cameo poses for a total of 10 different previews: \$20 sitting fee
- ✓ Limelight: Offering both traditional and contemporary portrait styles, this session has room for pets, student's choice of props or a friend. Up to three different clothing selections and unique backgrounds. Includes 10 formal and cameo poses for a total of 15 different previews: \$25 sitting fee
- ✓ Black & white add-on: Added for \$25
- ✓ Environmental add-on: Portraits taken outside in location and with props of student's choice. Added for \$30

SENIOR GRADUATION PHOTOS

Packages

Package A:

1-8x10
2-5x7
8 wallets \$29

Package B:

1-5x7
4 wallets \$15

Package C:

1-8x10 with overlay \$18

Package D:

1-5x7 with overlay \$12

A la Carte pictures

1 - 5x7 \$7

1 - 4x6 \$5

1 - 8x20 Panoramic
(laminated) \$19

1 - 8x20 Panoramic \$16

Shipping/packaging \$6

*No printed proofs with this option. Students may view their images and order packages at victoroneillstudios.com.

Per VOS e-mail dated 3/2/2011: We will make clear in our letter home to families that all students will be photographed for the yearbook. We will make it clear that there will be a "yearbook-only" sitting, consisting of two tux/drape poses, at no charge. We will also point out that printed proofs do not come with this option, and that students will be able to view images and purchase packages from this sitting on our website.

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP# 32-11sm, Photographic Services for Schools
PROPOSAL PRICING SCHEDULE

HIGH SCHOOL SPORTS PICTURES

Package A			
	1	Memory Mate	
	1	10 x 8 Team	
	1	5 x 7 Individual	
	4	Gift Wallets	
	16	Star Cards	\$44.00
Package B	1	Memory Mate	
	1	7 x 5 Team	
	2	5 x 7 Individual	
	4	Wallets	
	16	Star Cards	\$42.00
Package C	1	Memory Mate	
	1	7 x 5 Team	
	2	3 x 5 Individual	
	16	Star Cards	\$41.00
Package D	1	8 x 10 Cover Star	\$16.00
Package E	1	8 x 10 Cover Star Calendar	\$16.00
Package F	16	Star Cards	\$22.00
Package G	2	Brag Tags	\$12.00
Package H	2	Magnets	\$12.00
Package I	1	8x10 All Star	\$15.00
Package J	2	5 x 7 Individual	\$16.00
Package K	8	Wallet Individual	\$12.00
Package L	2	3" Buttons	\$12.00
Package M	1	8x10 Team	\$13.00
Package O	1	5x7 Team	\$8.00

HIGH SCHOOL DANCE PORTRAITS

2 – 5X7s (posed portrait of couple, printed on the spot)

1 – Image CD plus copyright release: \$25

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP# 32-11sm, Photographic Services for Schools
PROPOSAL PRICING SCHEDULE

HIGH SCHOOL COMMISSIONS

HIGH SCHOOL FALL UNDERCLASS PORTRAITS

Commission % per Portrait Packages offered: 40 %

HIGH SCHOOL SENIOR PORTRAITS

Commission % per Portrait Packages offered: 20 %

HIGH SCHOOL DANCE PROGRAM PHOTOS

Commission % per Program Packages offered: 20 %

HIGH SCHOOL SPORTS PHOTOS

Commission % per Sports Packages offered: 20 %

SENIOR GRADUATION PHOTOS

Commission % per Graduation Packages offered: 20 %

PANORAMIC SENIOR CLASS PHOTOS

Commission % per Panoramic Senior Photo offered: 20 %

Please note that all submitted prices include commissions; commission percentage will be submitted to the Owner school where the photo session took place, including a full summary and accounting of the event.

VICTOR O'NEILL STUDIOS,
SPECIAL EVENT PHOTO PRICING, ELEMENTARY AND MIDDLE SCHOOLS

FCPS: Please provide pricing for the “special event” photo (elementary and middle schools) we discussed in the interview; one 5 X 7 photo, for example, of an 8th grade “graduate” coming off the stage, or a 5th grader doing the same on moving-up day. Pricing should be two-fold; commission based if sold to interested students/parents AND no commission, for the school to consider purchasing as a gift to those students. If any of the packages previously outlined for parents to buy, would be applicable to a “special event” session, just indicate such in your response or use that same format for pricing if desired.

VOS response, 2/28/2011 e-mail:

Special event 5x7 photo. Price Option 1 (commission based if sold to interested students/families): \$8.00/photo.

Price Option 2 (not commission based--photos purchased by the school as gift for students): \$5.00/photo. We are happy to do this either way.

VICTOR O'NEILL STUDIOS, COMPLIMENTARY ITEMS BY DIVISION

Elementary Schools:

- A large (4' X 8') faculty banner in September for hanging in the school
- A framed composite of all the class group pictures in the spring, for hanging in the school
- A framed mosaic-type poster, in which small images of all the students are arranged to create a larger image (for example, the school mascot, a school bus, or an image of the school building)
- A staff panoramic photo

Middle Schools:

- A middle quality Canon Rebel digital camera for use of the Yearbook staff
- A 4' X 8' sports team banner for fall, winter and spring teams
- A 4' X 8' staff banner for hanging in the school
- A staff panoramic photo

High Schools:

- Senior Panoramic: VOS will photograph the entire senior class in the spring. The Panoramic will be available online to the Yearbook Advisor within 48 hours of the picture being taken, and will also be offered for sale on the VOS website within that same timeframe, commission noted in pricing schedule.
- Digital Cameras: VOS will provide three (3) high quality Canon Rebel digital cameras for the use of Yearbook staff
- Motivational Posters: VOS will provide three (3) framed motivational posters using candid photographs and motivational themes chosen in cooperation with the Principal or designated staff
- Banners: VOS will provide: Sports team banners for fall, winter and spring sports, and a faculty banner for hanging in the school.
- A staff panoramic photo