

School Photographic Services Contract Cover Sheet/Guidelines
Victor O'Neill, Contract VO 49-21rcc
Awarded: Middle & High Schools

Contractor	Victor O'Neill Studios, 7601 Lewinsville Road, Suite 200, McLean, Virginia 22102
Contact Information	<u>Middle & High Schools:</u> Mike Harris, Owner mike@vosphoto.com 571-436-2960
Pricing, commission, complimentary items:	See attached contract; services may only be utilized for the school level(s) specifically awarded
Contract Term:	December 14, 2021 – December 13, 2024, with two (2) additional one year renewal terms.
Principal's Choice:	Renewal occurs during January & February of each year, select from the 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.
School/Principal Responsibilities:	<ul style="list-style-type: none"> • Provide any applicable dress codes to Contractor • 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 the FCPS contract noted, 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.

(Note: E=Elementary; M=Middle; H=High School service levels)

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: _____

- ☐ Barksdale School Portraits, BSP 49-21rcc (M, H)
- ☐ Candid Color Photography, Ltd. CCP 49-21rcc (E)
- ☐ Lifetouch, LT 49-21rcc (E)
- ☐ Strawbridge Studios, SS 49-21rcc (E, M, H)
- ☐ Victor O'Neill Studios, VO 49-21rcc, (M, H)

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 the Procurement Division,
via e-mail (procurement@fauquiercounty.gov), fax (FAX 540-422-8355) or courier***

Complimentary Items for Middle Schools:

- Complimentary large faculty group picture for school and 5x7's for all staff members
- Packages for students in need
- Discount for parents with multiple children at school
- Packages for staff and parent volunteers
- Instant ID cards for staff and students (MS)
- Yearbook publication CD
- Administration CD
- Stand up motivational banner designed by Victor O'Neill Studios for first year and additional one every 3 years
- Desk and monthly planning calendars for office staff
- Digital camera for yearbook staff (MS) for first year and additional one every 3 years
- Team pictures for all coaches, athletic director and yearbook staff (MS)

Commissions/Fees Middle School: Victor O'Neill Studios agrees to pay

- 40% commission on the sale of Fall Picture packages
- 30% commission on the sale of Spring Picture packages
- 20% commission on the sale of sports packages
- 20% commission on the sale of 8th grade panoramic

Complimentary Items for High Schools:

- Digital camera for yearbook staff for first year and additional one every 3 years
- Complimentary large faculty group picture for school and 5x7's for all staff members
- Packages for students of need
- Packages for staff and parent volunteers
- Discount for parents with multiple children at school
- Instant ID card for seniors, underclass and teachers
- Instant ID card machine for school to make replacement cards and ID cards for new students
- Yearbook publication CD
- Administration CD
- Stand up motivational banner designed by Victor O'Neill Studios for first year and additional one every 3 years
- Desk and monthly planning calendars for office staff
- Team pictures for all coaches, athletic director and yearbook staff
- Candid's for clubs, athletic games, play etc.
- Online prepay ordering of senior and underclass pictures
- Online downloading of candid's for yearbook staff
- Photography training for yearbook staff

Commissions/Fees High School: Victor O'Neill Studios agrees to pay

- 40% commission on the sale of Fall Picture packages
- 20% commission on the sale of senior packages
- 20% commission on the sale of sports packages
- 20% commission on the sale of dance packages
- 20% commission on the sale of graduation packages
- 20% commission on the sale of senior panoramic

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP# Photographic Services for Schools
VICTOR O'NEILL STUDIOS NATIONAL PRICING SCHEDULE

Pricing Schedules to be completed for any and all school/grade levels checked off on Page 1, Certification Page, and for all optional picture taking services indicated herein. Pricing Schedules of packages, individual items offered and commission percentage for each level proposed.

ELEMENTARY, MIDDLE AND HIGH SCHOOL FALL PICTURES
Pricing includes 40% commission

A \$37
1-8x10
2-5x7
2-3.5x5
4-2.5x3.5
16-1.75x2.5

B \$33
2-5x7
4-3.5x5
8-2.5x3.5
16-1.75x2.5

C \$29
1-8x10
1-5x7
2-3.5x5
8-2.5x3.5
16-1.75x2.5

D \$22
1-5x7
2-3.5x5
8-2.5x3.5

E \$54
2-8x10
4-5x7
12-3.5x5
16-1.75x2.5
Digital Image download

Pick 4 \$32
Choose from 4 items below
1-8x10
2-5x7
4- 3.5x5
8-2.5x3.5
16-1.75x2.5
2-3x5 Magnets

Pick 5 \$45
Choose from 5 items below
1-8x10
2-5x7
4- 3.5x5
8-2.5x3.5
16-1.75x2.5
2-3x5 Magnets.
2- 3 inch Buttons
Dogs Tags
Double-sided Keychain

Pick 7 \$56
Choose from 7 items below
1-8x10
2-5x7
4- 3.5x5
8-2.5x3.5
16-1.75x2.5
2-3x5 Magnets
2- 3 inch Buttons
Dog Tags
Double-sided Keychain
Digital Download
Holiday Portrait Ornament
Mouse Pad

Bonus Options
8x10 \$15
2- 5x7 \$15
2- 3.5x5 Magnets \$15
Digital Download \$28

Color backgrounds \$5
Basic retouching \$9
Bundle both \$11
Direct mail \$4.95 no commission

ELEMENTARY AND MIDDLE SCHOOL SPRING PICTURES

Pricing includes 30% commission

Package 1 \$49

2-8x10
2-5x7
2-3.5x5
8-2.5x3.5

Package 2 \$45

1-8x10
2-5x7
4-3.5x5
8-2.5x3.5
16- 1.75x2.5

Package 3 \$28

2-5x7
4-3x5
4-2.5x3.5
8-1.75x2.5

Package 4 \$19

4-3.5x5
4-2.5x3.5
8-1.75x2.5

Package 5 \$14

2-3x5
8-1.75x2.5

Build Your Own - Pick 5 \$45

1-8x10
2-5x7
4-3x5
8-2.5x3.5
16-1.75x2.5
2-3.5x5 Magnets
1-1.5x2 Key Chain
Dog Tags
3" Button

Build Your Own - Pick 4 \$32

1-8x10
2-5x7
4-3x5
8-2.5x3.5
16-1.75x2.5
2-3.5x5 Magnets

Bonus Items

1-8x10 \$10
Image CD \$15

Flat fee per package, for spring speculation photo event: \$ 1.00

Please note that all submitted prices must include commissions; commission percentage to be submitted to the Owner school where the photo session took place, including a full summary and accounting of the event. Schools maintain the right to utilize any, all or only some of the listed services.

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP#, Photographic Services for Schools
HIGH SCHOOL SENIOR PORTRAITS

Due to the variety of portrait options an Offeror may provide, Victor O'Neill Studios will attach pricing schedules for all of the packages in this section.

HIGH SCHOOL SENIOR PORTRAITS
Pricing includes 20% commission

1 – 20 x 24 Canvas Wall Print
8 – 8 x 10
10 – 5 x 7
12 – 3 x 5
144 – Die Cut Wallets (6 sets of 24)
5 – Image Collage Print (11x14)
1 – Social Media Image Download
6 Image CD
Boutique Keepsake Box

Retouching (removal of blemishes, softening of lines, and reduction of shine) is included in the package price.

Imperial Package - six pose -

\$649

1 – 16 x 20 Canvas Wall Print
5 – 8 x 10
10 – 5 x 7
20 – 3 x 5
120 – Die Cut Wallets (5 sets of 24)
Bonus:

5 – Image Collage Print (11x14)
1 – Social Media Image Download
Boutique Keepsake Box

Retouching (removal of blemishes, softening of lines, and reduction of shine) is included in the package price.

Platinum Package - five pose -

\$545

1 – 11 x 14
4 – 8 x 10
8 – 5 x 7
16 – 3 x 5
96 – Die Cut Wallets (4 sets of 24)

Retouching (removal of blemishes, softening of lines, and reduction of shine) is included in the package price.

Westover Package - four pose -

\$344

3 – 8 x 10
 6 – 5 x 7
 12 – 3 x 5
 72 – Die Cut Wallets
 Retouching (removal of blemishes, softening of lines, and reduction of shine) is included in the package price.

Collegiate Package - three pose - \$251

2- 8 x 10
 4 – 5 x 7
 8 – 3 x 5
 24 – Die Cut Wallets
 Retouching (removal of blemishes, softening of lines, and reduction of shine) is included in the package price.

Bronze Package - two pose- \$151

2 – 5 x 7
 4 – 3 x 5
 24 – Die Cut Wallets
 Retouching (removal of blemishes, softening of lines, and reduction of shine) is included in the package price.

Graduate - one pose - \$85

Additional items added to a package

16x10 \$95

11x14 \$57

8x10 \$29

2- 5x7 \$29

4- 3x5 \$29

8 wallets \$18

8 die-cut signature wallets \$28

24 wallets \$40

24 die-cut signature wallets \$50

48 wallets \$62

48 die-cut signature wallets \$72

96 wallets \$80

96 die-cut signature wallets \$90

Retouching (removal of blemishes, softening of lines, and reduction of shine) is included in the package price and the pricing of all other available items.

Name and year on wallets

Boutique Packaging

Social Medial Image Download \$38

Retouching (removal of blemishes, softening of lines, and reduction of shine) is included in the package price and the pricing of all other available items.

Remove stray hair \$49

Remove braces \$49

Remove moles, scars, tan lines, etc. \$49

Remove eyeglass glare \$49

Completed orders are packaged and shipped to students home. \$10

A 5-Image CD containing retouched images with a copyright release form \$208

A 10-Image CD containing retouched images with a copyright release form	\$329
A 20-Image CD containing retouched images with a copyright release form	\$495

Collage Prints

10 x 8 (3 images)	\$70
11 x 14 (5 images)	\$145
16 x 20 Vertical (7 images)	\$200
20x16 Vertical (10 images)	\$249
11 x 14 Canvas Wall Portrait	\$79

Build your own package - A la Carte

16x10	\$180
11x14	\$97
8x10	\$46
2- 5x7	\$46
4- 3x5	\$46
8 die-cut signature wallets	\$56
24 wallets	\$66
24 die-cut signature wallets	\$76
48 wallets	\$103
48 die-cut signature wallets	\$113
96 wallets	\$150
96 die-cut signature wallets	\$160

Retouching (removal of blemishes, softening of lines, and reduction of shine) is included in the package price and the pricing of all other available items.

CD's and Digital Products (Not Eligible for Refunds)

Unretouched Digital Senior 1 Image download - \$95
Unretouched Digital Senior 5 Images download - \$230
5-Image Disc - \$250
10-Image Disc - \$395
20-Image Disc - \$595

Direct Mail - \$10.00 (no commission)

Commission % per Portrait Packages offered: 20 %

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

RFP#, Photographic Services for Schools

HIGH SCHOOL DANCE PROGRAM PHOTOS

HIGH SCHOOL DANCE PROGRAM PHOTOS

2-8x10	1-8x10	2-5x7	Magic Mirror or
2-5x7	2-5x7	8-2x3	Photo Booth rental
8-2x3	8-2x3	\$15	\$750
\$36	\$25		

Direct Mail - \$4.95 (no commission)

Commission % per Program Packages offered: 20 % with a minimum of no guaranteed

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

RFP#, Photographic Services for Schools
HIGH SCHOOL SPORTS PHOTOS

HIGH SCHOOL SPORTS PHOTOS

Playbook Package- Create your own - Pick 4

\$49.00

This package allows 2 poses.

- 1 - 8x10 Team
- 1 - 8x10 Individual
- 8 wallets Individual
- 2-5x7 Individual
- 4-3.5x5 Individual
- 1.75x2.75 Photo Keychain Individual
- 3.5x5 Magnet Individual
- 3.5 Button Individual

Winner's Circle Package

\$42.00

This package allows 1 pose.

- 8x10 Group
- 8x10 Individual
- 2-5x7 Individual
- 8 wallets Individual

Victory Lap Photo Package

\$34.00

This package allows 1 pose.

- 8x10 Group
- 1 5x7 Individual
- 4 wallets Individual

Extra Items -

Magnet Individual \$10

Button Individual \$10

Keychain Double-sided \$16

Cut Ticket Magnets 5 \$20

Towel 10x18 \$29

T- Shirt \$35

Plaque 9x12 \$39
Photo Slate with Stand \$45
Banner 18x24 \$39
Banner 24x36 \$59
8x10 Acrylic Frame \$39
11x14 Acrylic Frame \$45
Trophy Statue Vertical \$49
11x14 Giclee Print \$35
8x10 Curved Metal Print Team \$59
11x14 Curved Metal Print Team \$65
11x14 Canvas Wall \$125
16x20 Canvas Wall \$175

A La Carte Prints - Individual

11x14 Individual \$25
8x10 Individual \$15
5x7 Individual \$10
2-5x7 Individual \$15
4-3x5 Individual \$18
16x20 Luster \$35
20x24 Individual \$45

A La Carte Prints - Team

8x10 \$18
11x14 \$25
20x24 \$45

Digital download individual \$30
Social Media Download (not for print) \$20

Commission % per Sports Packages offered: 20 %

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

RFP#, Photographic Services for Schools

SENIOR GRADUATION PHOTOS

SENIOR GRADUATION PHOTOS

1-8x10	4-3x5	5-4x5	1-5x7
2-5x7	8-Wallets	\$25	8-wallets
8 wallets	\$29		\$15
\$35			

2- digital downloads \$40
3- digital downloads \$50
4- digital downloads \$60
5- digital downloads \$70
6- digital downloads \$80
7- digital downloads \$85
8- digital downloads \$90
9- digital downloads \$95
10- digital downloads \$100

8x10 Tassel Frame \$90
8x10 Blacked Framed Print \$51
5x7 Black Framed Print \$45
8x10 Hardboard Easel Print \$36

Commission % per Graduation Packages offered: 20 %

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
RFP#, Photographic Services for Schools
PANORAMIC SENIOR CLASS PHOTOS

PANORAMIC SENIOR CLASS PHOTOS

8x20 panoramic senior class photo - \$15

Commission % per Panoramic Senior Photo offered: 20 %

ADDITIONAL PHOTO PACKAGE OPTIONS/SERVICES

Victor O'Neill Studios will provide any additional or suggested services in this section of the proposal pricing schedule response, along with any commission percentage if applicable.

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