(Entity Name)

## Request for proposal for audit services for the period

*(Date) to (Date)*

Inquiries and proposals should be directed to:

Name:

Title:

Entity:

Address:

Phone:

Table of contents

General information

A. Purpose

B. Who may respond

C. Bidder’s conference

D. Instructions on proposal submissions

1. Closing submission date
2. Inquiries
3. Conditions of proposal
4. Instructions to prospective contractors
5. Electronic submissions
6. Right to reject
7. Small and/or minority-owned businesses
8. Notification of award

E. Description of entity and records to be audited

F. Options

Specification schedule

A. Scope of services

B. Description of programs/contracts/grants

C. Performance

D. Delivery schedule

E. Price

F. Payment

G. Audit review

H. Exit conference

I. Workpapers

J. Confidentiality

K. AICPA professional standards

Technical qualifications

A. Prior auditing experience

B. Organization, size and structure

C. Staff qualification

D. Understanding of work to be performed

E. Certifications

Proposal evaluation

A. Submission of proposals

B. Nonresponsive proposals

C. Proposal evaluation

D. Review process

Certifications

General information

A. Purpose

This request for proposal (RFP) is to contract for audit services for the year ending *(year-end). (Government name*) is seeking a qualified audit firm to complete a financial audit in accordance with *Government Auditing Standards* and a compliance audit in accordance with requirements in 2 CFR Part 200, *Uniform Administrative Requirements and Audit Requirements for Federal Awards* (Uniform Guidance) (*if needed)*. The proposal includes options for two additional years.

B. Who may respond

Only licensed Certified Public Accountants may respond to this RFP.

C. Bidder’s conference

*(Note: If the entity will be holding a bidder’s conference, the date, time, location and other information relating to the conference should be included in this section.)*

D. Instructions on proposal submission

1. Closing submission date: Proposals must be submitted no later than 4:30 p.m. on (*date).*
2. Inquiries:Inquiries concerning this RFP should be directed to (*name and telephone)*.
3. Conditions of proposal: All costs incurred in the preparation of a proposal responding to this RFP will be the responsibility of the Offeror and will not be reimbursed by *(entity name).*
4. Instructions to prospective contractors:Your proposal should be addressed as follows:

Name:

Title:

Entity:

Address:

It’s important that the offeror’s proposal be submitted in a sealed envelope clearly marked in the lower left-hand corner with the following information:

Request for proposal  
4:30 p.m. *(proposal due date)*   
Sealed proposal  
For audit services

1. Electronic submissions: Proposals can be submitted electronically to the following email address: (entity email address) by the closing submission date noted above.

Failure to do so may result in premature disclosure of your proposal.

It is the responsibility of the offeror to ensure that the proposal is received by *(Government name)* by the date and time specified above.

Late proposals will not be considered.

1. Right to reject: *(Government name)* reserves the right to reject any and all proposals received in response to this RFP. A contract for the accepted proposal will be based upon the factors described in this RFP.

7. Small and/or minority-owned businesses: Efforts will be made by *(Government name)* to utilize small businesses and minority-owned businesses. An offeror qualifies as a small business firm if it meets the definition of "small business" as established by the Small Business Administration (13 CFR 121.201).

8. Notification of award:

* 1. It is expected that a decision selecting the successful audit firm will be made within *(#)* weeks of the closing date for the receipt of proposals.
  2. Upon conclusion of final negotiations with the successful audit firm, all offerors submitting proposals in response to this request for proposal will be informed, in writing, of the name of the successful audit firm.
  3. It is expected that the contract shall be a one-year fixed price contract with options for two additional one-year periods.

E. Description of entity and records to be audited

*(Note: Include a description of the records to be audited, including number of bank accounts, number of funds and fund types, number of sets of books, whether the books are maintained on a manual or automated system, whether subsidiary records such as payroll are automated, approximate number of checks written on each bank account during the year, and other information so that the offeror will understand the records to be audited. The Government should indicate whether the records to be audited are available for review by the offeror prior to proposal submission.)*

A copy of (*Government name)’s* most recent Annual Financial Statements is included for your information.

F. Options

At the discretion of *(Government name),* this audit contract can be extended for two additional one-year periods. The cost for the option periods will be agreed upon by *(Government name)* and the offeror.

Specification schedule

A. Scope of services

The purpose of this RFP is to obtain the services of a public accounting firm, whose principal officers are independent certified public accountants, certified or licensed by a regulatory authority of a state or other political subdivision of the United States, hereinafter referred to as the “offeror" to perform a financial and Uniform Guidance audit of *(Government name).*

The offeror shall perform their examination and express an opinion on all (*Government)* funds in accordance with generally accepted auditing standards as set forth by the American Institute of Certified Public Accountants; the standards for financial audits set forth in the U.S. General Accounting Office’s (GAO) *Government Auditing Standards*; and 2 CFR Part 200, *Uniform Administrative Requirements and Audit Requirements for Federal Awards* (Uniform Guidance), and any specific requirements of grantor agencies. It will be the responsibility of the audit firm to be knowledgeable with the requirements and to submit the report thereon.

The offeror will prepare the Schedule of Expenditures of Federal Awards (*if necessary)* and all applicable compliance and internal control reviews required by U.S. General Accounting Office’s (GAO) *Government Auditing Standards* and 2 CFR Part 200, *Uniform Administrative Requirements and Audit Requirements for Federal Awards* (Uniform Guidance), including the Data Collection Form (SF-SAC) and the electronic filing of the Data Collection Form for Reporting on Audits of States, Local Governments, and Non-Profit Organizations.

B. Description of programs/contracts/grants

*(Note: The entity should include a complete description of the programs/contracts/grants to be audited, including the programs, the funding source, the estimated dollars to be expended, the contract period if different from the audit period, and other useful information. This can be included in this section or a separate attachment if the information is extensive.)*

C. Performance

The *(Government name)’*s records should be audited through (date).

The objectives of the audits are to have you express an opinion about whether the financial statements are fairly presented, in all material respects, in conformity with U.S. generally accepted accounting principles and to report on the fairness of the additional information, as required, when considered in relation to the financial statements taken as a whole. The objective also includes reporting on internal controls related to the financial statements and compliance with laws, regulations, contracts and grant agreements, noncompliance with which could have a material effect on the financial statements in accordance with U.S. General Accounting Office’s (GAO) *Government Auditing Standards* and 2 CFR. Part 200, *Uniform Administrative Requirements and Audit Requirements for Federal Awards* (Uniform Guidance); and any specific requirements of grantor agencies (*if necessary)*. The audit should include tests of accounting records and other procedures you consider necessary to enable you to express such an opinion and to render the required reports.

*(Note: If the entity has any other specific requirements, this should be indicated in the performance section; for example, if information is to be presented in more than one report.)*

D. Delivery schedule

The offeror shall deliver *(#)* final audit reports to *(Government name)*’s management and the Board no later than *(date).*

Reports may be submitted earlier than the above schedule. However, if the offeror fails to make delivery of the audit reports within the time schedule specified herein, or if the offeror delivers audit reports which do not conform to all of the provisions of this contract, *(Government name)* may, by written notice of default to the offeror, terminate the whole or any part of this contract. Under certain extenuating circumstances the contracting agent may extend this schedule upon written request of the offeror with sufficient justification.

E. Price

The offeror’s proposed price should be submitted separately. Include information indicating how the price was determined. For example, the offeror should indicate the estimated number of hours by staff level, hourly rates and total cost by staff level. Any out-of-pocket expenses should also be indicated. The pricing information should be in a separate sealed envelope.

F. Payment

Payment will be made when *(Government name)* has determined that the total work effort has been satisfactorily completed. Should *(Government name)* reject a report, *(Government name)*’s authorized representative will notify the offeror in writing of such rejection giving the reason*(s)*. The right to reject a report shall extend throughout the term of this contract and for ninety (90) days after the offeror submits the final invoice for payment.

Progress payments will be allowed to the extent that *(Government name)* can determine that satisfactory progress is being made.

Upon delivery of the *(#)* copies of the final reports to *(Government name)* and their acceptance and approval, the offeror may submit a bill for the balance due on the contract for the audit.

G. Audit review

All audit reports prepared under this contract will be reviewed by *(Government name)* and its funding sources to ensure compliance with General Accounting Office’s (GAO) *Government Audit Standards* and other appropriate audit guides.

H. Exit conference

An exit conference with *(Government name)*’s representatives and the offeror’s representatives will be held at the conclusion of the field work. Observations and recommendations must be summarized in writing and discussed with *(Government name).* It should include internal control and program compliance observations and recommendations.

I. Workpapers

1. Upon request, the offeror will provide a copy of the workpapers pertaining to any questioned costs determined in the audit. The workpapers must be concise and provide the basis for the questioned costs as well as an analysis of the problem.
2. The workpapers will be retained for at least three years from the end of the audit period.
3. The workpapers will be available for examination by authorized representatives of the cognizant federal or state audit agency, the General Accounting Office, and *(Government name).*

J. Confidentiality

The offeror agrees to keep the information related to all contracts in strict confidence. Other than the reports submitted to *(Government name),* the offeror agrees not to publish, reproduce or otherwise divulge such information in whole or in part, in any manner or form or authorize or permit other to do so, taking such reasonable measures as are necessary to restrict access to the information, while in the offeror’s possession, to these employees on the offeror’s staff who must have the information on a "need-to-know" basis.

The offeror agrees to immediately notify, in writing, *(Government name)*’s authorized representative in the event the offeror determines or has reason to suspect a breach of this requirement.

K. AICPA professional standards

The AICPA professional standards state:

Ethics Interpretation 501-3 - Failure to follow standards and/or procedures or other requirements in governmental audits.

Engagements for audits of government grants, government units or other recipients of government monies typically require that such audits be following government audit standards, guides procedures, statutes, rules and regulations, in addition to generally accepted auditing standards. If a member has accepted such an engagement and undertakes an obligation to follow specified government audit standards, guides, procedures, statutes, rules and regulations, in addition to generally accepted auditing standards, he is obligated to follow such requirements.

Failure to do so is an act discreditable to the profession in violation of Rule 501, unless the member discloses in his report the fact that such requirements were not followed and the reasons therefor.

Technical qualifications

The offeror, in its proposal, shall, as a minimum, include the following:

A. Prior auditing experience

The offeror should describe its prior auditing experience including the names, addresses, contact persons, and telephone numbers of prior organizations audited within the past three years similar to (type of *Government entity).*

B. Organization, size and structure

The offeror should describe its organization, size (in relation to audits to be performed) and structure. Indicate if appropriate, if the firm is a small or minority-owned business. Offeror should include a copy of the most recent peer review.

C. Staff qualifications

The offeror should describe the qualifications of staff to be assigned to the audits. Descriptions should include:

1. Audit team makeup.
2. Overall supervision to be exercised.
3. Prior experience of the individual audit team members. Only include resumes of staff to be assigned to the audits. Education, position in firm, years and types of experience.

D. Understanding of work to be performed

The offeror should describe its understanding of work to be performed, including audit procedures, estimated hours and other pertinent information.

E. Certifications

The offeror must sign and include, as an attachment to its proposal, the certifications enclosed with this RFP. The publications listed in the certifications will not be provided to potential offerors by *(Government name)*, because *(Government name)* desires to contract only with an offeror who is already familiar with these publications.

Proposal evaluation

A. Submission of proposals

All proposals shall include the offeror’s technical qualifications, the pricing information (in a separately sealed envelope), and the signed certifications. These documents will become part of the contract.

*(Note: If accepting electronic submission, indicate how it needs to be received here.)*

B. Nonresponsive proposals

Proposals may be judged nonresponsive and removed from further consideration if any of the following occur:

1. The proposal is not received timely in accordance with the terms of this RFP.
2. The proposal does not follow the specified format.
3. The proposal does not include the certifications.
4. The proposal is not adequate to form a judgment by the reviewers that the proposed undertaking would comply with the *Government Audit Standards* of the U.S. Comptroller General.

C. Proposal evaluation

Evaluation of each proposal will be scored on the following five factors:

1. Prior audit experience Point range

0 - 30

a. Prior experience auditing *(type of Government entity)*

*(Government name)* will contact prior audited organizations to verify the experience provided by the offeror.

2. Organization, size and structure of Offeror’s firm (consider size in relation to audits to be performed)

a. Adequate size of the firm 0 – 5

b. Minority/small business 0 – 5

3. Qualifications of staff to be assigned to the audits to be performed (this will be determined from resumes submitted); include education, position in firm, years and types of experience

a. Audit team makeup 0 – 10

b. Overall supervision to be exercised 0 – 5

c. Prior experience of the individual audit team members 0 – 10

4. Offeror’s understanding of work to be performed

a. Adequate coverage 0 – 10

b. Realistic time estimates of each audit step 0 – 5

5. Price 0 – 20

Maximum points 100

D. Review process

The *(Government name)* may, at its discretion, request presentations by or meetings with any or all Offerors, to clarify or negotiate modifications to the offerors’ proposals.

However, *(Government name)* reserves the right to make an award without further discussion of the proposals submitted. Therefore, proposals should be submitted initially on the most favorable terms, from both technical and price standpoints, which the offeror can propose.

*(Government name)* contemplates award of the contract to the responsible offeror with the highest total points.

Certifications

On behalf of the offeror:

1. The individual signing certifies that he/she is authorized to contract on behalf of the offeror.
2. The individual signing certifies that the offeror is not involved in any agreement to pay money or other consideration for the execution of this agreement, other than to an employee of the offeror.
3. The individual signing certifies that the prices in this proposal have been arrived at independently, without consultation, communication or agreement, for the purpose of restricting competition.
4. The individual signing certifies that the prices quoted in this proposal have not been knowingly disclosed by the offeror prior to an award to any other offeror or potential offeror.
5. The individual signing certifies that there has been no attempt by the offeror to discourage any potential offeror from submitting a proposal.
6. The individual signing certifies that the offeror is a properly licensed certified public accountant, or a public accountant licensed on or before *(date of licensing)*.
7. The individual signing certifies that the offeror meets the independence standards of the *Government Auditing Standards*.
8. The individual signing certifies that he/she is aware of and will comply with the GAO Continuing Education Requirement of 80 hours of continuing education every two years; and that 24 hours of the 80 hours of education will be in subjects directly related to the government environment and to government auditing for individuals.
9. The individual signing certifies that he/she is aware of and will comply with the GAO requirement of an external quality control (peer) review at least once every three years.
10. The individual signing certifies that he/she has read and understands the following publications relative to the proposed audits:
    1. *Government Auditing Standards* (Yellow Book)
    2. 2 CFR Part 200*, Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards (Uniform Guidance)*
    3. OMB Circular A-87, *Cost Principles for State and Local Governments* (Note: A-87 should be listed if funding source contracts require compliance with A-87.)
    4. *Audits of State and Local Governments* (AICPA Audit Guide)
11. The individual signing certifies that he/she has read and understands all of the information in this request for proposal, including the information on the programs/grants/contracts to be audited.
12. The individual signing certifies that the offeror, and any individuals to be assigned to the audits, does not have a record of substandard audit work and has not been debarred or suspended from doing work with any federal, state or local government. (If the offeror or any individual to be assigned to the audits has been found in violation of any state or AICPA professional standards, this information must be disclosed.)

Dated this day of , 20 .

(Offeror’s firm name)

(Signature of offeror’s representative)

(Printed name and title of individual signing)