

RFQ No. 2026-24 Proposal Template

Washington State Office of Superintendent of Public Instruction (OSPI)

Submission Target: RFQ Coordinator Daniel Safiei (contracts@k12.wa.us)

Deadline: September 8, 2026, by 12:00 p.m. Pacific Time

Subject Line Requirement: RFQ No. 2026-24 - [Your Business/Name]

Proposal Overview & Submitter Details

Applicant / Business Name	Michael Smith
Unified Business Identifier (UBI)	604-911-436-The Thunder Group
Primary Contact Person	Michael Smith, Self
Contact Email & Phone	msmithewu@gmail.com 360-991-2066
Selected Subject-Matter Area(s)	☐ Area 1: Identifying Native Students in Public Schools ☒ Area 2: Agents of Change: School Leadership Behaviors and Dispositions ☐ Area 3: Creation of Government-to-Government Systems

Minimum Qualifications Self-Assessment Checklist

Verify all minimum requirements are met prior to proposal submission:

Status	Requirement	Verification / Notes
X Verified	Washington Business License	Possess WA business license OR written intent to obtain within 30 days of selection.
X Verified Through Resume and Letter	Credentials & Relevant Experience	Teaching/Administrative credentials OR relevant experience in tribal liaison, tribal education program development, or educational support.
X Verified Through Resume and Letter	G2G Relationships Training	Completed Administrator Government-to-Government Relationships Training OR demonstrated expertise in tribal policy/curriculum.
X Verified Through Resume and Letter	Technical & Domain Knowledge	Working knowledge of SIS, FERPA, CEDARS, data sovereignty, adult professional development, and Tribal Sovereignty concepts.

Section 1: Letter of Submittal

Constraint: Must not exceed one (1) page. Include introductory remarks, contact information, subject matter area selection rationale, and must be signed by an authorized representative.

8/31/2026

Daniel Safiei, RFQ Coordinator

Washington State Office of Superintendent of Public Instruction (OSPI)

Email: contracts@k12.wa.us

RE: Proposal for RFQ No. 2026-24 – Michael Smith

Dear Daniel Safiei and Selection Committee,

My name is Dr. Michael Smith, and I have had the pleasure of working alongside the Office of Native Education for the past six years as a subject-matter expert in school leadership. As a school administrator in the State of Washington, I have had the unique opportunity to collaborate with fellow school leaders to enhance relational trust within the communities they serve. In 2020, I worked alongside Native leaders across Washington to write, lobby for, and pass HB 1426, authorizing targeted professional development for school administrators on establishing effective partnerships with Tribal leaders.

Subject-Matter Area Selection Rationale

I am applying for SME Area 2: Agents of Change — School Leadership Behavior and Dispositions. In 2020, I earned a doctoral degree in school leadership. My dissertation defined the past experiences, current realities, and future aspirations of Tribal leaders working alongside educational leadership communities (principals, assistant principals, district office personnel, and school boards). Over the past five years, both the Office of Native Education and the National Indian Education Association have recognized me as a subject-matter expert in school leadership. I have leveraged these credentials to deliver professional development centered on sovereignty, self-determination, and Native Nation building. I look forward to the opportunity to continue this vital work and advance my professional growth.

Warm Regards,

Dr. Michael Smith

Primary Contact Details:

Legal Name: Dr. Michael Smith

Address: 132 Joppish Road, Centralia Wa, 98531

Phone: 3609912066

Email: msmithewu@gmail.com

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Section 2: Certifications & Required Forms

Exhibit A: Certifications and Assurances

Attach or embed the completed and signed Exhibit A form from the RFQ package here.

Certification Item	Status	Authorized Signature Required
Exhibit A - Assurances & Terms Acceptance	X Completed	See attached

Exhibit B: Qualification Affirmations

Affirm meeting all minimum and desired qualifications below:

Qualification Category	Met (Y/N)	Supporting Documentation / Section Reference
Washington State License / UBI Intent	X Yes [] No	See Exhibit G / Section 3
Teaching/Admin Credentials or Tribal Liaison Experience	X Yes [] No	See Section 3 (Management Proposal)
G2G Relationships Training or Policy Expertise	X Yes [] No	See Section 3 (Management Proposal)

Qualification Category	Met (Y/N)	Supporting Documentation / Section Reference
SIS, CEDARS, FERPA & Data Sovereignty Knowledge	X Yes [] No	See Section 3 (Management Proposal)

Exhibit G: Contractor Intake Form

Provide key organizational data required for OSPI contracting.

Legal Business Name	The Thunder Group
DBA (if applicable)	[Insert DBA Name]
UBI Number	604-911-436
Federal Tax ID / FEIN	531084619
State / County of Registration	Centralia, Wa

Exhibit E: Contract Issues List

Note: Complete this table **ONLY** if requesting exceptions or modifications to OSPI's sample contract terms. If no changes are requested, state "No exceptions requested."

Sample Contract Section	Requested Change / Exception	Rationale / Proposed Language
Not Applicable	"No exceptions requested."	[Explain rationale]

Section 3: Management Proposal

1. Project Management & Team Structure

Detail the organizational structure, staff roles, line of authority, and resource allocation for managing this project.

Staff Roles & Allocation

Team Member Name	Project Role	Key Responsibilities	Allocated FTE / Hours
Michael Smith	Project Lead / Tribal Liaison	Primary point of contact, oversight, content development.	As requested

Organizational Structure & Lines of Authority



2. Experience & Related Contracts

Essential Credentials & Scoring Alignment

Related Contracts (Past 5 Years)

Client / Agency	Project Title / Scope	Contract Term	Contract Value
Office of Native Education	Govt-2-Govt Trainings	Ongoing	1200-1500 per session
National Indian Education Association	School Leadership in Native Learning	Ongoing	2500-3500 per session

3. Resume and References

Provide three (3) professional references for related work completed within the past five years.

#	Reference Organization & Name	Contact Info (Email & Phone)	Brief Description of Services Provided
1	Willie Frank	Email: frank.willie19@gmail.com Phone: 360-470-9424	Nisqually Chairman
2	Jerad Koepp	Email: watoy2022@gmail.com Phone: 360-742-0406	HB1426 Co-writer
3	Bill Kallappa	Email: kallappa.bill@nisqually-nsn.gov Phone: 360-463-6361	Training for school and tribal leaders.

4. Past Performance & Disclosures

"No breach or termination notices received in the past 5 years."

5. Work Samples

Attach or link two (2) deliverables/work samples demonstrating prior success in similar projects.

Sample #	Title / Deliverable Name	Description & Relevance to RFQ No. 2026-24
Sample 1	Government-to-Government Trainings	https://ospi.k12.wa.us/student-success/access-opportunity-education/native-education/tribal-consultation
Sample 2	The law requiring said training	https://ospi.k12.wa.us/student-success/access-opportunity-education/native-education/tribal-consultation

6. Subcontractors

"No subcontractors will be utilized for this engagement."]

EXHIBIT A

CERTIFICATIONS AND ASSURANCES

Available as a fillable form on [OSPI's procurement website](#).

Bidder must sign and include the full text of this Exhibit A with their proposal.

Bidder makes the following certifications and assurances as a required element of the proposal to which it is attached, understanding that the truthfulness of the facts affirmed here and the continuing compliance with these requirements are conditions precedent to the award or continuation of the related contract(s):

1. Bidder declares that all answers and statements made in the proposal are true and correct.
2. The prices and/or cost data have been determined independently, without consultation, communication, or agreement with others for the purpose of restricting competition. However, Bidder may freely join with other persons or organizations for the purpose of presenting a single proposal.
3. The attached proposal is a firm offer for a period of ninety (90) business days following receipt, and it may be accepted by OSPI without further negotiation (except where obviously required by lack of certainty in key terms) at any time within the ninety (90) business-day period.
4. In preparing this proposal, Bidder has not been assisted by any current or former employee of the state of Washington whose duties relate (or did relate) to this proposal or prospective contract, and who was assisting in other than his or her official, public capacity. (Any exceptions to these assurances are described in full detail on a separate page and attached to this document.)
5. Bidder understands that OSPI will not reimburse Bidder for any costs incurred in the preparation of this proposal. All proposals become the property of OSPI, and Bidder claims no proprietary right to the ideas, writings, items, or samples, unless so stated in this proposal.
6. Unless otherwise required by law, the prices and/or cost data which have been submitted have not been knowingly disclosed by the Bidder and will not knowingly be disclosed by Bidder prior to opening, directly or indirectly, to any other Bidder or to any competitor.
7. Bidder agrees that submission of the attached proposal constitutes acceptance of the solicitation contents and the attached sample contract and general terms and conditions. If there are any exceptions to these terms, Bidder has described those exceptions in detail on the Contract Issues Exhibit.

8. No attempt has been made or will be made by the Bidder to induce any other person or firm to submit or not to submit a proposal for the purpose of restricting competition.
9. Bidder grants OSPI the right to contact references and others, who may have pertinent information regarding the Bidder's prior experience and ability to perform the services contemplated in this procurement.
10. Bidder acknowledges that if awarded a contract with OSPI, Bidder is required to comply with all applicable state and federal civil rights and other laws. Failure to comply may result in Contract termination. Bidder agrees to submit additional information about its nondiscrimination policies, at any time, if requested by OSPI.
11. Bidder certifies that Bidder has not, within the three-year period immediately preceding the date of release of this competitive solicitation, been determined by a final and binding citation and notice of assessment issued by the Department of Labor and Industries or through a civil judgment to have willfully violated state minimum wage laws (RCW 49.38.082; Chapters 49.46 RCW, 49.48 RCW, or 49.52 RCW).
12. Bidder has not been debarred or otherwise restricted from participating in any public contracts.
13. Bidder certifies that Bidder has not willfully violated Washington State's wage payment laws within the last three years.
14. Bidder acknowledges its obligation to notify OSPI of any changes in the certifications and assurances above.

I certify under penalty of perjury of the laws of the State of Washington that the foregoing is true and correct.

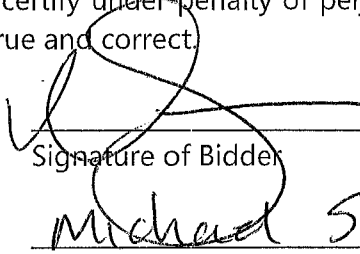
	8/31/26	Centralia WA
Signature of Bidder	Date	Place Signed (City, State)
Michael Smith	Self	
Print Name	Title	Organization Name

EXHIBIT B
QUALIFICATION AFFIRMATIONS

Available as a fillable form on [OSPI's procurement website](#).

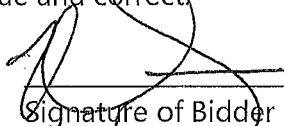
CONSULTANT INFORMATION	
Bidder:	<i>Michael Smith</i>
MINIMUM QUALIFICATIONS	
<p>Consultants who do not meet the minimum qualifications noted above will be rejected as non-responsive and will not receive further consideration. Any proposal that is rejected as non-responsive will not be evaluated or scored.</p> <p>Please check all boxes that apply.</p> <ul style="list-style-type: none">☒ Licensed to do business in the State of Washington. If not licensed, provide a written intent to become licensed in Washington within thirty (30) calendar days of being selected as the Apparently Successful Contractor.☒ Teaching certificate, administrative credentials, educational support roles, community education experience, tribal liaison or tribal education program development/coordination)☒ Administrator Government-to-Government Relationships Training completion OR commitment to complete training prior to contract start OR demonstrated expertise in Tribal government-to-government curriculum or policy development☒ School, LEA or community program implementation experience with Administrator Government-to-Government Relationships, Government-to-Government and/or a Centennial Accord State Tribal Liaison agency presenter.☒ Knowledge of School Information Systems (SIS), Family Educational Rights and Privacy Act (FERPA), Comprehensive Education Data and Research System (CEDARS), and data sovereignty.☒ Demonstrated experience in adult professional development or curriculum training (could be workshops, mentoring, instructional coaching, community education, or tribal program facilitation)☒ Strong presentation and facilitation skills with adult learners☒ Understanding of Tribal Sovereignty concepts and appropriate protocols when working with Tribal content and government-to-government systems☒ Working knowledge and implementation of Every Student Succeed Act (ESSA) and Elementary and Secondary Education Act (ESEA) as pertains to Tribal Consultation and government-to-government relationships	

ADDITIONAL DESIRED QUALIFICATIONS

Please check all boxes that apply.

- ☒ Doctor of Philosophy degree in Education or Educational Leadership, Social Studies, History, Statistics, or related field
- ☒ Eligible for or a School Administrator Certified in Washington State
- ☒ Curriculum development, instructional design, or educational consulting as relevant experience within educational institutions or tribal government structures
- ☒ Experience working with Tribal governments, communities, families, and students
- ☒ Familiarity with Washington State Learning Standards and how administrators integrate with required curriculum OR experience with Tribal education standards and curriculum frameworks
- ☒ Familiarity with Washington State Leadership Standards, professional development, and evaluation.
- ☒ Facilitating Educational Tribal Consultation.
- ☒ Working knowledge and implementation of the Every Student Succeed Act (ESSA) and Elementary and Secondary Education Act (ESEA) as pertains to Tribal Consultation
- ☒ State agency Tribal Liaison experience

I certify under penalty of perjury of the laws of the State of Washington that the foregoing is true and correct.


Signature of Bidder

8/31/20
Date

Centralia, WA
Place Signed (City, State)

Michael Smith
Print Name

self
Title

Organization Name

Dr. Michael S. Smith

132 Joppish Road. Centralia, Washington 98531

1-360-991-2066

msmithewu@gmail.com

Professional Profile

A well-qualified anti-racist pro-equity leader with proven success in improving developing systems and understandings regarding equitable practices in large organizations. Highly proficient at building sustainable relationships with key stakeholders. Thorough understanding of the complexities of developing laws, policies, and programs for State and local programs to assist with serving our communities. Core competencies include:

- Twenty years of management experience in the role of principal, assistant principal, and special education teacher.
- Multiple years of experience with legislative actions (Lobbying, presenting, drafting legislation, budget proposals, and government relationship building).
- Six years as a consultant for the Nisqually Indian Community, The Office of Native Education, and The National Indian Education Association.
- Highly knowledgeable about current research into equity-based practices in the workplace.
- Extensive experience in developing curriculum, professional development training, and individual plans of support for the implementation of equity-based practices.
- Extensive experience in working to highlight areas of strength and concern within organizational data sets.
- Subject matter expert in the effective development of Government-to-Government relationships with Indigenous Tribes.
- Ability to create and implement organizational and state-level policies and procedures.
- High levels of emotional intelligence, self-regulation, and active listening skills.
- Able to successfully navigate critical conversations and situations where multiple viewpoints are expressed.
- Development of sustainable relationships with diverse community stakeholders.
- Ability to recruit and retain staff of high quality, aligned with organizational goals and initiatives.
- Experience developing collaborative systems to identify, assess, and implement progressive legislative policies and organizational procedures.
- Maintains current knowledge of regulations and legislation to amend policies and promote compliance within large organizations.
- Successful history of project management.
- Knowledge and experience with the collective bargaining processes.
- Comfortable with crucial conversations and advanced knowledge of employee rights.
- Excellent verbal and written communication.
- Extremely well-versed in research and dissemination practices.
- Knowledgeable regarding Indigenous treaties, sovereignty, and self-determination rights.

- Focus on recruiting and retaining individuals from a wide variety of backgrounds, cultures, and areas of expertise.
- Nationally recognized educational collaboration with the Chehalis and Nisqually Indian Communities.
- Dedicated to supporting and maintaining positive relationships with multiple stakeholders.
- Ability to hold crucial conversations with staff in a way that keeps relationships intact.
- Provides resolutions to complex and confidential issues.
- Ability to negotiate in order to meet organizational goals and objectives.
- Promotion and implementation of best practices in creating systems for equity.
- Modeling professionalism in all interactions with stakeholders.

Assistant Principal at River Ridge High School, North Thurston Public Schools (2020-2010)

Supervisor: Karen Remy-Anderson (360-789-2616)

- Developed Human Resources skills and abilities.
- Experience with difficult staff discipline/behavior management issues.
- Ability to recruit and retain high impact staff across all bargaining units.
- Member of cross-organization committees to address issues pertaining to access and equity.
- Extensive experience working with best practices in ethical hiring and labor management.
- Assisted in creating the several hiring and interview guides for managers.
- Advanced knowledge in strategic planning, hiring, and budgeting (General Fund/ASB).
- Presented at local college and university workforce preparation programs.
- Close connections with Saint Martin's University, Pacific Lutheran University, and University of Washington for workforce recruitment.
- Sought to thoroughly understand collective bargaining agreements, memos of understanding, and other contractual language.
- Board of Directors member for local community service program that serves school-aged students and families (Together!).
- Collected and reviewed organizational data to aid in making decisions regarding programmatic success.
- Consistent focus on recruiting and retaining highly competent staff.
- Oversight of all internship placements for the benefit of professional growth and organizational recruitment.
- Trained in Focused Supervision for coaching/evaluating staff.
- Creating lasting partnerships with local business and community groups.

Additional Related Experiences

- Wrote and passed legislation in 2020 to increase requirements for educational equity training to maintain licensure (HB1426).
- Mentor of local assistant principals.
- Leader/facilitator of organizational-wide Professional Learning Communities (PLC).
- Facilitator of the Organizational Improvement Process (OIP)
- Supervision/evaluation experience with multiple professional frameworks.
- Leads staff in understanding new equity-based practices and how they should be applied in the field.
- Facilitator of vertical and horizontal alignment between organizational departments.
- Presenter to school districts (nationally and locally), for educational government to government collaboration with federally recognized Indian Tribes.

Local and National Publications and Presentations

1