



Date of Issuance: 4/18/2024

Solicitation No. 24-TE-0034

Requisition No. 24-TE-0034

Amendment No. 2

Hour and date specified for receipt of offers is changed: No Yes, to: 5/6/2024 1:00 pm CST

Pursuant to OAC 260:115-7-30(d), this document shall serve as official notice of amendment to the solicitation identified above. Such notice is being provided to all suppliers to which the original solicitation was sent.

Suppliers submitting bids or quotations shall acknowledge receipt of this solicitation amendment prior to the hour and date specified in the solicitation as follows:

Sign and return a copy of this amendment with the solicitation response being submitted; or,

If the supplier has already submitted a response, this acknowledgement must be signed and returned prior to the solicitation deadline. All amendment acknowledgements submitted separately shall have the solicitation number and bid opening date in the subject line of the email.

ISSUED FROM:

Stacy Welty
Contracting Officer

405-766-0493
Phone Number

stacy.welty@odot.ok.gov
E-Mail Address

RETURN TO: odotbids@odot.ok.gov in Solicitation Response

Description of Amendment:

a. This is to incorporate the following:

Answers to previously submitted questions including Quarterly Reports.

b. All other terms and conditions remain unchanged.

Supplier Company Name (**PRINT**)

Date

Authorized Representative Name (**PRINT**)

Title

Authorized Representative Signature

Question	Section of RFP referred to	Answer
The information on the contractor's website is insufficient for calculating bid pricing. Can you provide sign data, quantity, and other program data to facilitate a fair pricing opportunity?	C.1 list in link to the existing contractor's website	See quarterly reports.
Inventory list, condition of assets, fixed asset list of new builds for the 12 years as used to create buyout figures, date of installation, invoices that show material used		See quarterly reports. Invoices cannot be provided.
Can we get a detailed list of all eligible interchanges?		See contract for interchange requirements.
Can you describe what constitutes a rural and urban interchange so that current and future fees can be calculated?		Rural and Urban interchanges are defined in the 11th Edition of the MUTCD. Refer to sections 2E.04 & 2E.05 at https://mutcd.fhwa.dot.gov/pdfs/11th_Edition/Chapter2e.pdf
Can we get an inventory list that includes all invoices the contractor paid for the construction of signs, including canceled checks, so we can create the mathematical formula for the amortization schedule accurately?		Current vendor information, ODOT does not have this information.
Where do you want the price items in the solicitation response- in a separate volume or in the ability to finance the program section of the response?		See Section H.1
The 2004-2009 agreement shows a 10% surcharge added to annual fees that go to ODOT. What is the current surcharge?	Logo Signing Agreement 2004 Page 5, section 7, Page 24	The current surcharge as per supplemental contract agreements is 35% for both rural and urban interchanges.
"It will be the responsibility of the new contracting firm, if one is selected, to verify this amount as well as other issues." Also, can you elaborate on "other issues"?	C.2, C.2.1	This will be between the buyer and seller. ODOT cannot verify the current buyout amount.
Can you please provide the actual buyout report that was received by ODOT on January 31st, 2024 that is referenced?	C.2, C.2.1	See the attached document. Note that the value given was recent up to February 29, 2024.
Is measured retroreflectivity data or maintenance activity available for the current inventory? Can we get install dates for the inventory?	Page 14 of Attachment A (current contract)	See quarterly reports for maintenance activity and dates.
Can you provide a list of knockdown signs or signs removed due to construction for the last 3 years?		Current vendor information, ODOT does not have this information.
What is the current policy on Logo Signs within construction areas? Are they removed or put up on temporary skids?		If signs are in the work area, the vendor should be notified to remove and reset their signs after construction is complete.
Can you provide an annual operation report for the logo program?	Page 5 of Attachment A (current contract)	See attached annual report.
Can you provide the most recent lease agreement form, that was approved by ODOT under the current LOGO program vendors contract?	C.4.1 Page 13	No, ODOT does not possess the requested information.
Does ODOT have a standard conclusion plan from the current contractor?		ODOT will meet with both vendors to develop a succession plan.
If another vendor is selected, is there a current documented transition plan to switch from the old vendor to the new vendor?		ODOT will meet with both vendors to develop a succession plan.
Can you please clarify who owns all LOGO sign structures both currently installed and future constructed under this procurement?		See contract provided in the RFP.
Is the bidder limited to the approximately 173 eligible highway interchanges even if the new MUTCD provides guidance to include additional highway interchanges where appropriate?	C.1	ODOT would like to see a revised amount based on MUTCD guidance defined in the proposal.

Question	Section of RFP referred to	Answer
Is it the intention of ODOT to adopt the new MUTCD 11th Edition (as is) as the standard in the State, adopt the new national MUTCD 11th Edition with a State Supplement, or adopt a its own State MUTCD?	C.1	ODOT will adopt the new national MUTCD 11th Edition.
Are there additional evaluation criteria for Evaluation Criteria 1 or are the gaps in the criteria numbers a numeric inconsistency? Specifically, the RFP lists "D.1.1.1." Group 1 Criteria" but goes directly to listing the "D.1.1.1.1.1." Contractor's related past experience, particularly in the areas of public contact, outdoor advertising, and project management" without listing any "D.1.1.1.1" criteria.	D.1.1.1	Evaluation criteria listed is the criteria that will be used.
Can we receive the last 3 years of quarterly reports?		See attached documents.
What is the current cycle of participant agreements? Were all fees collected already for the year 2024?		Current vendor information, ODOT does not have this information.
What is the the current start date and end date of the LOGO Program participants that renewed their lease agreements in 2024?		Current vendor information, ODOT does not have this information.
Can you please provide the estimated gross of annual fees in 2024?		Current vendor information, ODOT does not have this information.
For both dates Feb. 29, 2024, and Dec 31, 2023 can we have accounts receivable reports listed by business?		Current vendor information, ODOT does not have this information.
Did ODOT cancel the agreement of the current contractor? If yes, please provide a copy of the written termination notice provided to the contractor 6 months prior?	Pg 36, Attachment A, Section IV- Extension Termination Line C	No, the current contract has not been canceled.
What is the duration of the contracts with the businesses, and what is the present value of those contracts?		Current vendor information, ODOT does not have this information.
Are the current contracts with participants transferrable? Can we get the terms and conditions for these agreements?		See contract provided in the RFP. Current vendor information, ODOT does not have this information.
How do you want the pricing form completed?	H.1.1 pg 17	Pricing is to be provided for rural and urban interchanges.
Can you clarify the line for Proposed Revenue on the 24-TE-0034 Price Sheet- do you mean annual gross revenue? or annual revenue paid to ODOT? or revenue over the entire term of the contract?	24-TE-0034 Price Sheet	Annual revenue paid to ODOT.
Can you explain how mobilization is applicable to the current contract, as referenced in B.2.10?	B.2.10	The reference to mobilization is not applicable to this solicitation.
Can you give us the waitlist of applicants so the amount of applicants at saturated intersections is known?		Current vendor information, ODOT does not have this information.
It is our understanding after reviewing the RFP and Current Contractor Agreement, that the contract would expire on April 15, 2009 unless extended for up to three additional 5 year periods. As the contract was not terminated and was therefore extended for the three additional 5 year periods, the contract will expire by its own terms on April 15, 2024, without any action necessary by either party, and without the possibility for further extension. Since the contract expires on its own terms on April 15, 2024 and is not being "terminated" by ODOT pursuant to Section IV-C, it is our understanding that there is no buyout required. If this understanding of the plain language of the contract is not correct, please provide the provision of the contract relied upon for implementing the "buy out" provision in Section V-C?	Page 13; C. SOLICITATION SPECIFICATIONS; C.2. Notice To Prospective Contracting Firm – Buyout Disclaimer; C.2.1	ODOT's Legal Opinion is that the buyout is valid.

Question	Section of RFP referred to	Answer
The link provided is to the current vendors website that only shows a map, not a listing, that might have inaccuracies. Can you please provide a list of the current inventory that lists every structure, gps coordinates, and current traffic count?	Page 13; C. SOLICITATION SPECIFICATIONS; C.1. Background & Purpose	See quarterly reports for current structures.
What are the requirements for a potential business to be classified as a "Rural" Business and pay the \$924 annual lease fee for a mainline and \$198 annual lease fee for a Ramp?	Page 13; C. SOLICITATION SPECIFICATIONS; C.1. Background & Purpose	See answer to Question # 6.
What are the requirements for a potential business to be classified as a "Urban" Business and pay the \$1,500 Annual lease fee for a mainline and \$0 for a Ramp?	Page 13; C. SOLICITATION SPECIFICATIONS; C.1. Background & Purpose	See answer to Question # 6.
Can you please provide the exact formula that was used by the present contracting firm that equal the exact \$3.475 million figure provide to ODOT on January 31st, 2024	Page 13; C. SOLICITATION SPECIFICATIONS; C.2. Notice To Prospective Contracting Firm – Buyout Disclaimer; C.2.1	See contract for buyout calculation.
Please provide any inventory reports, provided by the current LOGO Program Vendor, that have been submitted to ODOT over the past 3 years?	Page 15; C.11 Proposal Content; C.11.4 Records, Reports and Estimated Fees; Line C.11.4.4	See quarterly reports.
Can bidders propose "Costs of display makeup" charges to their proposal? Such "Costs of display makeup" would include charges for Seasonal Closings, Business LOGO plate switch outs, and new business LOGO plates installation.	Page 15; C.11 Proposal Content; C.11.4 Records, Reports and Estimated Fees	Yes
Please define Proposed revenue?	Page 17; H. Price and Cost; H.1 Pricing Submission; Line H.1.1	Revenue based on sign logo leases.
Is the Buyer looking for a bid price amount based off of the Annual LOGO Revenue per year?	Page 57; 24-TE-0034 Price Sheet	Yes
Is the Buyer looking for a total bid price amount of the proposed LOGO program revenue of the initial 5 year term?	Page 57; 24-TE-0034 Price Sheet	No, see answer to Question #50
Is the buyer (ODOT) looking at a percentage of the total Annual LOGO program revenue that will be remitted to the State to ODOT Annually?	Page 57; 24-TE-0034 Price Sheet	No, see answer to Question #50
Is it the goal of ODOT to receive the highest dollar amount of annual remittance from the highest evaluate responsive bidder?	Page 57; 24-TE-0034 Price Sheet	Responses will be evaluated in accordance with the evaluation criteria listed in Section D of the RFP.
Is the the buyer and ODOT open to a progressive pricing model bid that remits the most money back to ODOT?	Page 17; H. Price and Cost; H.1 Pricing Submission; Line H.1.1	Responses will be evaluated in accordance with the evaluation criteria listed in Section D of the RFP.
The evaluation reads as lowest price technically acceptable proposal. Can ODOT confirm this is an accurate understanding of the evaluation factors?		Responses will be evaluated in accordance with the evaluation criteria listed in Section D of the RFP.
How will the pricing be scored?	Page 17; H. Price and Cost; H.1 Pricing Submission; Line H.1.1	Responses will be evaluated in accordance with the evaluation criteria listed in Section D of the RFP.
Will the Pricing Bid Sheet be evaluated in the Evaluation Group 1 Criteria or Group 2 Criteria?	Page 17; H. Price and Cost; H.1 Pricing Submission; Line H.1.1	Responses will be evaluated in accordance with the evaluation criteria listed in Section D of the RFP.
Does ODOT have a documented transition plan with the current vendor in the case a new vendor is awarded the Logo Signing Program contract? If yes, please provide the transition plan?	Page 9; A. General Provisions; A.17 Delivery, Inspection and Acceptance; Line A.17.2	ODOT will meet with both vendors to develop a succession plan.
What is the current dollar amount of Annual lease fees received by the current vendor for 2024?	Page 13; C. Solicitation Specifications; C.1 Background & Purpose	Current vendor information, ODOT does not have this information.

Question	Section of RFP referred to	Answer
When will the current vendor stop collecting 2024 fees?	Page 13; C. Solicitation Specifications; C.1 Background & Purpose	Current vendor information, ODOT does not have this information.
The current vendors contract is set to expire on April 15, 2024. If a new vendor is awarded the LOGO Signing Contract, will the current vendor be required to pay the remaining prorated amount of 2024 lease fees to the new vendor?	Page 13; C. Solicitation Specifications; C.1 Background & Purpose	The current contract has been extended to July 15, 2024.
Will the contract be awarded to the Lowest and best bidder?	Page 9; A. General Provisions; A.15 Award of Contract; Line A.15.1	Responses will be evaluated in accordance with the evaluation criteria listed in Section D of the RFP.
Will the contract be awarded to the bidder that provides the "best value" based off the best value criteria?	Page 9; A. General Provisions; A.15 Award of Contract; Line A.15.1	Responses will be evaluated in accordance with the evaluation criteria listed in Section D of the RFP.
If a bidder is proposing to deploy Trucks and Equipment to use in the execution of this contract, will the Buyer accept Mobilization cost in the bid for this procurement?	Page 12; B. Special Provisions; B.2 Definitions; Line B.2.10	The reference to mobilization is not applicable to this solicitation.
Will the Buyer accept Mobilization cost in the Pricing Submission?	Page 17; H. Price and Cost; H.1 Pricing Submission; Line H.1.1	The reference to mobilization is not applicable to this solicitation.
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 3) the vendor is to "Prior to start of construction at a particular interchange or intersection, the contractor shall contact the ODOT Field Division Engineer and obtain a permit to begin construction". Please provide copies of all permits issued by ODOT Field Division Engineers to the current LOGO Program vendor in 2024?	Page 23; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 3	ODOT is not able to provide this information at this time.
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 3) the vendor is to "Prior to start of construction at a particular interchange or intersection, the contractor shall contact the ODOT Field Division Engineer and obtain a permit to begin construction". Please provide copies of all permits issued by ODOT Field Division Engineers to the current LOGO Program vendor in 2023?	Page 23; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 3	ODOT is not able to provide this information at this time.
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Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 3) the vendor is to "Prior to start of construction at a particular interchange or intersection, the contractor shall contact the ODOT Field Division Engineer and obtain a permit to begin construction". Please provide copies of all permits issued by ODOT Field Division Engineers to the current LOGO Program vendor in 2021?	Page 23; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 3	ODOT is not able to provide this information at this time.
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 3) the vendor is to submit "Permit applications should include all necessary information concerning the sign panel construction including preliminary site plans". Please provide copies of all Permit Applications received by ODOT Field Division Engineers from the current LOGO Program vendor in 2024?	Page 23; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 3	ODOT is not able to provide this information at this time.

Question	Section of RFP referred to	Answer
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 3) the vendor is to submit "Permit applications should include all necessary information concerning the sign panel construction including preliminary site plans". Please provide copies of all Permit Applications received by ODOT Field Division Engineers from the current LOGO Program vendor in 2023?	Page 23; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 3	ODOT is not able to provide this information at this time.
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 3) the vendor is to submit "Permit applications should include all necessary information concerning the sign panel construction including preliminary site plans". Please provide copies of all Permit Applications received by ODOT Field Division Engineers from the current LOGO Program vendor in 2022?	Page 23; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 3	ODOT is not able to provide this information at this time.
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 3) the vendor is to submit "Permit applications should include all necessary information concerning the sign panel construction including preliminary site plans". Please provide copies of all Permit Applications received by ODOT Field Division Engineers from the current LOGO Program vendor in 2021?	Page 23; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 3	ODOT is not able to provide this information at this time.
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 3) the "Contractor shall submit to ODOT's Traffic Engineering Division two (2) copies of the as-built plans of the structures and individual logo business signs installed at the intersection or interchange". Please provide a copy of all as-built plans received by ODOT Traffic Engineering Division from the current LOGO Program vendor in 2024?	Page 23; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 4	ODOT is not able to provide this information at this time.
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 3) the "Contractor shall submit to ODOT's Traffic Engineering Division two (2) copies of the as-built plans of the structures and individual logo business signs installed at the intersection or interchange". Please provide a copy of all as-built plans received by ODOT Traffic Engineering Division from the current LOGO Program vendor in 2023?	Page 23; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 4	ODOT is not able to provide this information at this time.
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 3) the "Contractor shall submit to ODOT's Traffic Engineering Division two (2) copies of the as-built plans of the structures and individual logo business signs installed at the intersection or interchange". Please provide a copy of all as-built plans received by ODOT Traffic Engineering Division from the current LOGO Program vendor in 2022?	Page 23; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 4	ODOT is not able to provide this information at this time.
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 3) the "Contractor shall submit to ODOT's Traffic Engineering Division two (2) copies of the as-built plans of the structures and individual logo business signs installed at the intersection or interchange". Please provide a copy of all as-built plans received by ODOT Traffic Engineering Division from the current LOGO Program vendor in 2021?	Page 23; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 4	ODOT is not able to provide this information at this time.
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 6) the Logo Program Vendor is required to submit Annual Operation Reports. Please provide a copy of the Annual Operation Report received by ODOT from the current LOGO Program vendor in 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023?	Page 24; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 6	See quarterly reports.
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 6) the Logo Program Vendor is given the ability to "Establish an extended lease with a business at the uniform advertising rates at the time of execution of the extended lease". Does the current Logo Program Vendor offer extended leases to participating business?	Page 24; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 7	Current vendor information, ODOT does not have this information.

Question	Section of RFP referred to	Answer
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 6) the Logo Program Vendor is given the ability to levy "Cost of Display Makeup" and "in such charges and may be charged for separately by the contractor. Any additional fees (for Seasonal closings, etc.) must be explained and set forth in writing at the time the rates are established". Does the current LOGO Program vendor charge both potential and existing participating businesses any "Cost of Display Makeup" charges?	Page 25; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 7	Current vendor information, ODOT does not have this information.
Under the Current Vendors agreement (II. Responsibilities of the Parties; Line 6) the Logo Program Vendor is given the ability to levy "Cost of Display Makeup" and "in such charges and may be charged for separately by the contractor. Any additional fees (for Seasonal closings, etc.) must be explained and set forth in writing at the time the rates are established". What are the total dollar amounts charged by the current LOGO Program to both potential and existing participating businesses for all "Cost of Display Makeup" charges?	Page 25; Attachment A Logo Signing Agreement 2004; II. Responsibilities of the Parties; Paragraph 7	Current vendor information, ODOT does not have this information.
In the event that a LOGO sign structure is removed due to performance of maintenance or construction operations, who is responsible for the cost of reinstalling LOGO sign structures once the maintenance or construction operations is finished?	Page 13; C.8 ODOT and Rights; Line C.8.4	It is up to the vendor to replace the sign. See line 21
Will there ever be a case where the new LOGO Program vendor will be required to remove, and pay for the removal of, LOGO sign structures due to performance of maintenance or construction operations by ODOT or other ODOT contractors?	Page 13; C.8 ODOT and Rights; Line C.8.4	If signs are in the work area, the vendor should be notified to remove and reset their signs after construction is complete.
The link provided shows a map on the current vendors website. That map shows 269 sign locations that are on the Oklahoma Turnpike. Please confirm if these signs on the Oklahoma Turnpike are part of this LOGO Program procurement?	Page 13; C. SOLICITATION SPECIFICATIONS; C.1. Background & Purpose	Signs within the Oklahoma Turnpike system will be addressed by the Oklahoma Turnpike Authority.
Please define "Routine Maintenance" that is listed in C.5?	Page 14; C.5 Conduct routine and Emergency Sign Maintenance	Any minor maintenance such as repairing defects, straightening panels, cleaning graffiti etc.
Please define "Emergency Sign Maintenance" that is listed in C.5?	Page 14; C.5 Conduct routine and Emergency Sign Maintenance	Generally anytime a structure is not vertical or structurally compromised, or the sign sheeting is majorly effected.
Are reported knockdown signs needing repair considered as "Emergency Sign Maintenance"?	Page 14; C.5 Conduct routine and Emergency Sign Maintenance	Yes, knocked down signs should be removed or replaced in a timely manner after being notified.
Can ODOT please provide a list of LOGO Sign structures that are currently knocked down that are needing repair?	Page 14; C.5 Conduct routine and Emergency Sign Maintenance	Current vendor information, ODOT does not have or request this information.
If a LOGO Sign Structure is knocked down and reported to the current Vendor or ODOT before the ending of the current contract, will a new vendor be responsible for the cost and operation of the repair if Awarded the LOGO Program contract?	Page 14; C.5 Conduct routine and Emergency Sign Maintenance	Yes, this should be shown in the final buyout amount.
What is ODOT's expectation of timeframe that the vendor will need to complete "emergency sign maintenance" once reported?	Page 14; C.5 Conduct routine and Emergency Sign Maintenance	After notification the problem should be rectified within 24-48 hours.
Could you provide more detail on how the "ability to finance the program" will be evaluated under Group 1 Criteria? Specifically, what financial documentation and assurances will be required?	D.1.1.1.1.3	Responses will be evaluated in accordance with the evaluation criteria listed in Section D of the RFP.

Question	Section of RFP referred to	Answer
<p>Can you provide guidance on specific state or federal regulations that the contractor should be particularly aware of in the context of this RFP? Can you provide any current guidelines or policies that are currently being used to manage the program like Approved Participation Criteria.</p>		<p>Please refer to Title 730 Chapter 35 Subchapter 19 for state statutes regarding the logos program.</p> <p>The minimum criteria for various services are listed in the statute.</p>
<p>C.2.1. states, "The present contracting firm's "buyout" amount is estimated to be \$3.475 million on April 15, 2024. This figure was submitted to ODOT on January 31st, 2024." C.2.1. states, "The present contracting firm's "buyout" amount is estimated to be \$3.475 million on April 15, 2024. This figure was submitted to ODOT on January 31st, 2024."</p> <p>If this amount is correct, are we correct in understanding that a new contracting firm will be required to "buyout" the current contracting firm, and the minimum amount of this buyout is \$3.475 million?</p>	<p>Page 13: C.2 Notice to Prospective Contracting Firm - Buyout Disclaimer</p>	<p>The incorrect date was listed for the submittal date, the updated amount of \$3.475 million was submitted on 3/7/24.</p> <p>The amount is correct up to March and that is the minimum amount to our knowledge.</p>
<p>Are we correct that we should enter the annual gross revenue we project will be generated by the Program in the third line that has Proposed Revenue and a pink box to the right? If not, could you please provide additional clarification as to what amount is expected to be entered in the pink box on the third line?</p>	<p>Page 57: 24-TE-0034 Price Sheet</p>	<p>No, see answer to Question #50</p>
<p>Could you please provide additional clarification as to what is expected to be entered, if anything, in the blank white box and a blank pink box at the bottom of the page?</p>	<p>Page 57: 24-TE-0034 Price Sheet</p>	<p>No, see answer to Question #50</p>