

## **67900.8 Negotiation**

### **(a)**

The Director shall, in accordance with section 6106 of the Public Contract Code, attempt to negotiate a contract with the best qualified firm. Should the Director be unable to negotiate a satisfactory contract with the firm considered to be the most qualified at fair and reasonable compensation, negotiations with that firm shall be terminated.

### **(b)**

The Director shall then undertake negotiations with the second most qualified firm. Failing accord, negotiations shall be terminated.

### **(c)**

The Director shall then undertake negotiations with the third most qualified firm. Failing accord, negotiations shall be terminated.

### **(d)**

Should the Director be unable to negotiate a satisfactory contract with any of the selected firms, the Director may select additional firms in the manner prescribed and continue the negotiation procedure.