

To: Board of Directors  
From: Robert Zingelmann  
Date: April 28, 2020  
Subject: Recommendation of Contract Award

Region 4 ESC held a RFP opening on November 7, 2019 for RFP #19-18 for **Furniture, Installation and Related Services**. There were nine (44) proposals submitted:

- 9to5 Seating LLC
- Affordable Interior Systems, Inc. (AIS)
- Allsteel Inc.
- Alumni Classroom Furniture Inc.
- AmTab Manufacturing Corporation
- Artcobell Corporation
- Bush Industries, Inc.
- ELB US Inc.
- ASSA Group, Inc. dba Enwork
- EPIC Business Essentials
- Exemplis LLC
- GMi Companies
- Haskell Office, LLC
- The HON Company LLC
- Indiana Furniture Industries, Inc.
- Irwin Seating Company
- Jasper Group (Jasper Seating Company, Inc.)
- Kaplan Early Learning Company
- Krueger International, Inc.
- Kwalu LLC
- LIAT, LLC
- Maxon Furniture Inc.
- Metalworks, Inc. – Great Openings
- MeTEOR Education, LLC.
- National Business Furniture, LLC
- National Office Furniture, Inc.
- NPS Public Furniture Corp
- NorvaNivel USA LP
- Office Depot, Inc.
- OFS Brands Inc.
- Origin US LLC
- Paragon Furniture, Inc.
- PS Furniture Inc.
- Rapp Productions, Inc dba FurnitureLab
- RT London
- Safco Products Co.
- School Specialty, Inc.
- SICO America, Inc.
- Spec Furniture Inc

- Special-T, LLC
- Teknion LLC
- Trendway Corporation
- VS America, Inc.
- WB Manufacturing

After careful review of all proposals, the Evaluation Team has determined that eighteen (18) companies demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to the members.

**CONSIDERATION**

Award of annual contract in compliance with the bid laws of the State of Texas is recommended.

**RECOMMENDATION**

The Evaluation Team recommends the following companies for award based on their response:

<b>Contract</b>	<b>Vendor</b>	<b>Term of Contract</b>
Furniture, Installation and Related Services	Affordable Interior Systems, Inc. (AIS) Allsteel Inc. Exemplis LLC The HON Company LLC Irwin Seating Company Jasper Group (Jasper Seating Company, Inc.) Kaplan Early Learning Company Krueger International, Inc. Maxon Furniture Inc. MeTEOR Education, LLC National Office Furniture, Inc. Office Depot, Inc. OFS Brands Inc. Safco Products Co. School Specialty, Inc. Teknion LLC Trendway Corporation VS America, Inc.	Three (3) years with option of two (2) one year renewals

Support documentation has been attached for your reference.  
 Enclosure: Bid Tab Summary



To: Dr. Pam Wells  
Executive Director

From: Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services

Date: April 28, 2020

Re: Furniture, Installation and Related Services; RFP #19-18

The Evaluation Committee has reviewed the responses and recommend that the following companies be awarded:

- 9to5 Seating LLC
- Affordable Interior Systems, Inc. (AIS)
- Allsteel Inc.
- Alumni Classroom Furniture Inc.
- AmTab Manufacturing Corporation
- Artcobell Corporation
- Bush Industries, Inc.
- ELB US Inc.
- ASSA Group, Inc. dba Enwork
- EPIC Business Essentials
- Exemplis LLC
- GMi Companies
- Haskell Office, LLC
- The HON Company LLC
- Indiana Furniture Industries, Inc.
- Irwin Seating Company
- Jasper Group (Jasper Seating Company, Inc.)
- Kaplan Early Learning Company
- Krueger International, Inc.
- Kwalu LLC
- LIAT, LLC
- Maxon Furniture Inc.
- Metalworks, Inc. – Great Openings
- MeTEOR Education, LLC.
- National Business Furniture, LLC
- National Office Furniture, Inc.
- NPS Public Furniture Corp
- NorvaNivel USA LP
- Office Depot, Inc.
- OFS Brands Inc.
- Origin US LLC

- Paragon Furniture, Inc.
- PS Furniture Inc.
- Rapp Productions, Inc dba FurnitureLab
- RT London
- Safco Products Co.
- School Specialty, Inc.
- SICO America, Inc.
- Spec Furniture Inc
- Special-T, LLC
- Teknion LLC
- Trendway Corporation
- VS America, Inc.
- WB Manufacturing

The recommended vendors submitted offers that were determined to be most advantageous to OMNIA Partners, Public Sector members, based upon the bid tabulation. All the recommended respondents were determined to be competitively priced and strong for the specified services outlined in the RFP.

We believe all recommended vendors demonstrate the ability to provide and perform the services requested in the proposal. We will monitor their performance and determine at the end of each year if they are eligible for renewal with each new term.

This multiple award is recommended as most advantageous as it limits contract awards to the least number of suppliers necessary to meet the requirements of OMNIA Partners, Public Sector members. In order to serve the entire nation, a multiple award is recommended to provide any governmental agency with complete coverage of commodities, services and any other offering within the scope of proposal.

Please let me know if you have any questions.



April 28, 2020

Mr. Bryan Poist  
[bpoist@ais-inc.com](mailto:bpoist@ais-inc.com)  
Chief Financial Officer  
Affordable Interior Systems, Inc. (AIS)  
25 Tucker Drive  
Leominster, MA 01453

Re: Award of Contract #R191801

Dear Mr. Poist:

Per official action taken by the Board of Directors of Region 4 Education Service Center on April 28, 2020, we are pleased to announce that after successful negotiated terms and conditions, Affordable Interior Systems, Inc. (AIS) has been awarded an annual contract for the following, based on the sealed proposal (RFP#19-18) submitted on December 11, 2019:

**Commodity/Service**

**Supplier**

Furniture, Installation and Related Services

Affordable Interior Systems, Inc. (AIS)

This contract is effective May 1, 2020 and will expire on April 30, 2023. As indicated above, your contract # is R191801. This contract may be renewed annually for an additional two (2) years if mutually agreed upon by Region 4 ESC/OMNIA Partners, Public Sector and Affordable Interior Systems, Inc. (AIS).

Your participation in the proposal process is appreciated and we look forward to a successful partnership. Please feel free to provide copies of this letter to your sales representative(s) to assist in their daily course of business.

If you have any questions, please contact Christine Dorantes, the Contract Manager assigned to your contract, at (615) 431-8182 or [christine.dorantes@omniapartners.com](mailto:christine.dorantes@omniapartners.com).

Sincerely,

DocuSigned by:  
  
0B1D33BB0130490...  
Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services