



To: Board of Directors
From: Robert Zingelmann
Date: February 16, 2015
Subject: Recommendation of Contract Award

Region 4 ESC/TCPN held a bid opening on Wednesday, December 10, 2014 for RFP # 14-22 for **Furniture and Installation**. There were seventy-six (76) proposals submitted:

- Adden Furniture, Inc.
- Allsteel, Inc.
- American Seating Company
- AmTab Manufacturing Corporation
- Anthro International, Inc. *dba* Sitmatic
- Artcobell Corporation and Midwest Folding Products
- Artopex, Inc.
- BCI Eurobib USA
- Bretford Manufacturing, Inc.
- Brodart Co.
- Contrax Group, LLC/Contrax Furnishings, LLC
- Coyote School Furnishings
- Cramer, LLC
- D3 Inc. *dba* 9 to 5 Seating
- Demco, Inc.
- Enwork
- ERG International
- Escato Corporation
- ESI Ergonomic Solutions
- Exemplis Corporation
- F.E. Hale Mfg. Co.
- Fairway Holdings *dba* Berco Furniture Solutions
- Fleetwood Group
- Groupe Lacasse, LLC
- Haskell Office, LLC
- Hertz Furniture
- High Point Furniture Industries, Inc.
- Highmark Smart, Reliable Seating, Inc.
- Indiana Furniture
- Inscape/Office Specialty
- Interior Systems, Inc.
- ISE, Inc.
- James Edwards Furniture
- Jasper Group (Jasper Seating Company, Inc.)
- Jonti-Craft, Inc.
- JSJ Furniture Corporation *dba* izzy+
- Krueger International, Inc.
- Krug, Inc.
- Lakeshore Learning Materials
- Liat, LLC
- Magnuson Group, Inc.
- Mayline Company, LLC
- Metalworks Inc. *dba* Great Openings
- MJ Industries, Inc.
- Nickerson Corporation
- Norix Group, Inc.
- Nu-Idea School Supply Co., Inc.
- Office Depot, Inc.
- OFS Brands Holdings, Inc.
- Paladin Caseworks, Inc.
- Palmieri Furniture Limited
- Paoli, LLC
- Phoenix Safe International, LLC
- Rapp Productions, Inc. *dba* FurnitureLab
- RT London
- Saxton Bradley, Inc.
- Scholar Craft Products, Inc.
- School Outfitters
- School Specialty, Inc.
- Sedia Systems, Inc.
- ShuttleSystem, LLC *aka* Navetta

- SICO America, Inc.
- South Texas School Furniture (a division of Lavaca County Office Supply, Inc.)
- Spectrum Industries, Inc.
- Teknion, LLC
- Tesco Industries, LP
- The Gunlocke Company, LLC
- The HON Company, LLC
- Trearc Brands, Inc. *dba* EKO
- Trendway Corporation
- Trinity Furniture
- Vanerum Stelter Acquisition, LLC
- Versteel
- VIA, Inc. (Via Seating)
- VS America, Inc.
- Watson Furniture Group, Inc.

After careful review of all proposals, the Evaluation Team has determined that sixteen (16) 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:

Contract	Vendor	Term of Contract
Furniture and Installation	Allsteel, Inc. Artcobell Corporation and Midwest Folding Products Contrax Group, LLC/Contrax Furnishings, LLC Enwork Exemplis Corporation Hertz Furniture JSJ Furniture Corporation <i>dba</i> izzy+ Krueger International, Inc. Mayline Company, LLC Office Depot, Inc. OFS Brands Holdings, Inc. Teknion, LLC The Gunlocke Company, LLC The HON Company, LLC Trendway Coporation 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: Robert Zingelmann
Region 4 ESC

From: Jason Wickel
President

Date: February 11, 2015

Re: Furniture and Installation: RFP# 14-22

We have reviewed the responses and recommend that the following companies be awarded:

- *Allsteel, Inc.*
- *Artcobell Corporation and Midwest Folding Products*
- *Contrax Group, LLC/Contrax Furnishings, LLC*
- *Enwork*
- *Exemplis Corporation*
- *Hertz Furniture*
- *JSJ Furniture Corporation dba izzy+*
- *Krueger International, Inc.*
- *Mayline Company, LLC*
- *Office Depot, Inc.*
- *OFS Brands Holdings, Inc.*
- *Teknion, LLC*
- *The Gunlocke Company, LLC*
- *The HON Company, LLC*
- *Trendway Corporation*
- *VS America*

The recommended vendors submitted offers that were determined to be most advantageous to The Cooperative Purchasing Network (TCPN) members, based upon the bid tabulation. All the recommended respondents were determined to be competitively priced and strong for the specified products and services.

Contrax, Hertz and Office Depot are resellers and offer a wide variety of manufacturer lines for members to choose from. The other thirteen (13) vendors recommended are manufacturers with dealer relationships spanning the nation. 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 TCPN 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.