



Furniture, Installation, and Related Products and Services
Executive Summary

Lead Agency: City of Charlotte

Solicitation: RFP #269-2019-105

RFP Issued: June 19, 2019

Pre-Proposal Date: PRE-PROPOSAL DATE

Response Due Date: July 30, 2019

Proposals Received: # 24

Awarded to:

The City of Charlotte Department of Procurement issued RFP #296-2019-105 on July 19, 2019 to establish a national cooperative contract for Furniture, Installation, and Related Products and Services.

The solicitation included cooperative purchasing language in Sections 1.1 National Contract and 2.1 Objective:

1.1 National Contract.

The City of Charlotte, as the Principal Procurement Agency, defined in Attachment A, has partnered with OMNIA Partners to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. The City of Charlotte is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”). Attachment A contains additional information about OMNIA Partners and the cooperative purchasing agreement.

2.1 Objective.

The objective of this RFP is to solicit Proposals that will enable the City and Participating Public Agencies to determine which Company and Proposed Solution will best meet the City and Participating Public Agencies’ needs for FURNITURE, INSTALLATION AND RELATED PRODUCTS AND SERVICES as requested in this RFP.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- City of Charlotte website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR

- The State, SC
- South Carolina website/newsletter
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On July 30th, 2019 proposals were received from the following offerors:

- HON Co.
- A2S
- Exemplis LLC
- Allsteel, Inc.
- Knoll, Inc.
- OFS Brands
- Kimball Office Group
- Indiana Furniture industries, Inc.
- Humanscale Corp
- Krueger International
- National Office Furniture
- Spacesaver Corp
- Herman Miller
- Fomcore
- Workrite Ergonomics
- Trinity Furniture
- Everest Expedition/Worden
- Furniturelab
- Teknion
- DVO-USA
- Source International Corp
- Trendway
- Haworth, Inc.
- Piedmont Office Suppliers

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Haworth Inc. and proceeding with contract award upon successful completion of negotiations.

The City of Charlotte, OMNIA Partners and Haworth Inc. successfully negotiated a contract, and the City of Charlotte executed the agreement with a contract effective date of January 1st, 2020.

Contract includes:

- Clear discount structure based on drop ship and inside delivery options
- Multiple installation option based either on clear hourly rates or fixed percentage discounts.
- Storage options
- Additional pricing incentives ranging from 1-4%

Term:

Initial five-year agreement from January 1st, 2020 through December 31st, 2024 with the option to renew for two (2) additional one-year periods through December 31st, 2026.

Pricing/Discount:

- Discount off manufacturer list price ranging from 5% to 71%.

OMNIA Partners Web Landing Pages:

<https://www.omniapartners.com/publicsector/contract/supplier-contracts/haworth>