

COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) 121919
Entitled

Furniture Solutions with Related Accessories and Services

The following advertisement was placed October 31, 2019 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and November 1, 2019 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Furniture Solutions with Related Accessories and Services to result in a contracting solution for use by its members. Sourcewell members include thousands of governmental, higher education, K-12 education, not-for-profit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [\[https://proportal.sourcewell-mn.gov\]](https://proportal.sourcewell-mn.gov). Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than December 19, 2019 at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

2018	Krueger International, Inc.
A&M INDUSTRIAL, INC.	Lakeshore Learning Materials
A2S America	Lesro Industries, Inc.
Academia Furniture Industries	Living Group, LLC
Affordable Interior Systems, Inc.	MeTEOR Education, LLC
Agati, Inc.	Michigan Tube Swagers and Fabricators, Inc.
Allied Plastics Co., Inc.	Midwest Stone Source + Design Studio
ALLSEATING CORPORATION	MiEN Company, Inc.
Alternative Business Furniture, Inc.	Moldow Associates
Alumni Classroom Furniture, Inc.	MONTANA OFFICE MACHINES OF MISSOULA, INC.
American Hotel Register Company	MooreCo, Inc.
AmTab Manufacturing Corporation	MultiCorp Office Services
Asian & Hispanic Trading and Consulting, Inc.	National Office Furniture, Inc.
Blooni Designs & Contracting	Neutral Posture
Cknapp Sales Inc VIVO	New England Woodcraft, Inc.
Commercial Furniture Group, Inc.	Nightingale Corp
Corporate Coffee Systems DBA Office Universe	NorvaNivel USA LP
Correctional	NPS Public Furniture Corp
CORT Business Services Corporation	Office Depot, Inc.
D3, Inc.	OFS Brands, Inc.

Davies Office, Inc.	Palmer Hamilton, LLC
DIRTT Environmental Solutions, Inc.	Paragon Furniture, Inc.
DVO-USA, INC.	Partners Furniture
Ecologic Industries, LLC	Prophet Corp.
ELB Global	Rapp Productions, Inc.
Elkay Sales, Inc.	RCHermann Consulting
Everest Expedition, LLC, dba The Worden Company	Regina Construction Association
Exemplis, LLC	Russell Carroll Manufacturing, Inc.
Fellowes, Inc.	Safco Products Co.
Fleetwood	Sauder Manufacturing Co.
Fomcore, LLC	School Outfitters, LLC
Furniture Concepts	School Specialty, Inc.
Global Equipment Company, Inc.	Senator International, Inc.
Global Industries, Inc.	Spacesaver Corporation
Global Total Office	Staples Contract & Commercial, LLC
Hann Manufacturing, Inc.	Steelcase, Inc.
Haskell Office, LLC	Teknion, LLC
Hertz Furniture Systems, LLC	Tennsco, LLC
Highmark Capital	The Syracuse Business Center
Humanscale Corporation	Transformations by Wieland, Inc.
Indiana Furniture Industries, Inc.	Trendway Corporation
InnSpace	Tresco Consoles
Inscape, Inc.	United Hospital Supply Corp.
Ironwood Manufacturing, Inc.	VARI Sales Corporation
JMJS, Inc.	Vestre USA, Inc.
John Savoy & Son, Inc.	Warehouse One
KEWAUNEE SCIENTIFIC CORP	Wenger Corporation
Keystone Ridge Designs, Inc.	Westmount Store Fixtures (1999), Ltd.
K-Log, Inc.	Wiley Office Equipment
Koch Brothers, Inc.	Workstation Consultants, LLC

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on December 19, 2019, at 5:08 pm CT. Proposals were received from the following:

- A2S America
- Academia Furniture Industries
- Agati, Inc.
- ALLSEATING CORPORATION
- Alumni Classroom Furniture, Inc.
- Commercial Furniture Group, Inc.
- CORT Business Services Corporation

DIRTT Environmental Solutions, Inc.
DVO-USA, INC.
Ecologic Industries, LLC
Elkay Sales, Inc.
Everest Expedition, LLC, dba The Worden Company
Exemplis, LLC
Fellowes, Inc.
Fleetwood
Fomcore, LLC
Global Equipment Company, Inc.
Hann Manufacturing, Inc.
Hertz Furniture Systems, LLC
Humanscale Corporation
Inscape, Inc.
Ironwood Manufacturing, Inc.
John Savoy & Son, Inc.
KEWAUNEE SCIENTIFIC CORP
Keystone Ridge Designs, Inc.
Krueger International, Inc.
Lakeshore Learning Materials
Lesro Industries, Inc.
Michigan Tube Swagers and Fabricators, Inc.
MiEN Company, Inc.
National Office Furniture, Inc.
OFS Brands, Inc.
Palmer Hamilton, LLC
Paragon Furniture, Inc.
Prophet Corp.
Russell Carroll Manufacturing, Inc.
Sauder Manufacturing Co.
School Specialty, Inc.
Senator International, Inc.
Staples Contract & Commercial, LLC
Steelcase, Inc.
Teknion, LLC
VARI Sales Corporation
Vestre USA, Inc.
Wenger Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst
Michael Muñoz, CPPB, Procurement Analyst
Stephanie Haataja, CPIM, Procurement Analyst
Craig West, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee used the Sourcewell RFP evaluation criteria and determined that thirty-nine (39) proposal responses met Level-One and Level-Two Responsiveness and were evaluated. Six responses were rejected by Sourcewell and excluded from the evaluation process due to organizational conflicts of interests that violate Sourcewell's procurement policy and applicable law.

CORT Business Services Corporation offers expansive furniture rental solutions in both the workplace and residential space along with project management to oversee space requirements, design, installation, rental item pickup, as well as other services. This product and service offering is supported by more than 100 showrooms, clearance centers and distribution facilities across the United States. A solid discount off catalog pricing is extended to all products and services offered under this contract.

Steelcase Inc. has an extensive line of products and services, and over 100 years of experience in the industry. Their network of over 400 North American dealers and 6 manufacturing plants enable them to take care of members. Steelcase offers a strong warranty with pricing that reflects a substantial discount to Sourcewell members.

Humanscale Corporation is a leader in ergonomic furniture solutions. They have over 300 North American dealers to service Sourcewell members. A company that designs, develops and manufactures all of their products-they control the quality and ensure their products meet member expectations. Humanscale provides a strong warranty and significant product discounts.

Staples Contract & Commercial, Inc. a national distributor and reseller of over 70 furniture manufacturers, offering a deep and comprehensive product listing to service Sourcewell member needs. They are offering Sourcewell members a one-stop shop with a broad product line and substantial discounts off the MSRP.

Krueger International is noted for its longevity in the furniture market, having started with their flagship product in 1941. Their core product offerings are tailored to the education, workplace, healthcare and government markets. With a solid discount and warranty, KI is ready to serve Sourcewell members.

OFS Brands began 80 years ago and is a 4th generation, family-owned company. OFS Brands' portfolio includes desks, seating, tables, modular walls, cabinets, lounge seating, office storage as well as lighting and other accessories. OFS has a dealer network of over 1800 dealers equipped to meet Sourcewell member needs. OFS prices reflect a strong discount off standard pricing.

Palmer Hamilton is a manufacturer with design capabilities that has been in business for 73 years. They offer an extensive and diverse product selection of cafeteria tables and functional furniture for education, corporate, healthcare, libraries and hospitality markets. Palmer Hamilton has over 300 dealers in the United States and Canada that are willing to deliver turn-key service to Sourcewell Members. Palmer Hamilton offers a significant discount to Sourcewell Members.

Teknion LLC is an international designer and manufacturer of office systems and related products, including storage and filing, seating, casegoods, tables and ergonomic furniture. They have been in business for 36 years

and have over 400 dealers that can provide turn-key service to Sourcwell members. Teknion offers a solid pricing discount.

For these reasons, the Sourcwell Proposal Review Committee recommends award of Sourcwell Contract #121919 to:

CORT	121919-COR
Humanscale	121919-HMN
Krueger International, Inc.	121919-KII
OFS Brands, Inc.	121919-OFS
Palmer Hamilton	121919-PHL
Staples Contract & Commercial, LLC	121919-SCC
Steelcase	121919-STI
Teknion, LLC	121919-TKN

The preceding recommendations were approved on February 07, 2020.

DocuSigned by:

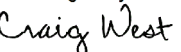

 Greg Grunig, ID Analyst

DocuSigned by:


 Michael M..., Procurement Analyst

DocuSigned by:


 Stephanie Haataya, Procurement Analyst

DocuSigned by:


 Craig West, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcwell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #121919 for Furniture Solutions with Related Accessories and Services.**

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:
Jeremy Schwartz
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Jerem Chief Procurement Officer