

COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #091719
Entitled

Event Seating and Staging Solutions with Related Accessories and Services

The following advertisement was placed July 18, 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 July 19, 2019 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Event Seating and Staging Solutions with Related Accessories and Services to result in a national 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>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than September 17, 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:

A2S America	Irwin Seating Company
Allseating Corporation	Michigan Tube Swagers and Fabricators, INC.
Allwest Furnishings, Ltd.	Sedia Systems, Inc.
Century Industries	Smartstage, LLC
Dant Clayton Corporation	StageRight Corporation
E&D Specialty Stands, Inc.	Staples Contract & Commercial LLC
Global Industries, Inc.	Steelcase, Inc.
Green Site, LLC	Trex Commercial Products, Inc. dba Staging Concepts
Hussey Seating Company	Irwin Seating Company

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 September 17, 2019, at 5:08 pm CT. Proposals were received from the following:

Allseating Corporation
Century Industries
Dant Clayton Corporation
Hussey Seating Company
Sedia Systems, Inc.
Trex Commercial Products, Inc. dba Staging Concepts

Proposals were reviewed by the Proposal Evaluation Committee:

- Greg Grunig, Sourcwell Procurement Lead Analyst
- Carol Jackson, Sourcwell Procurement Analyst
- Michael Munoz, Sourcwell Procurement Analyst
- Craig West, Sourcwell Procurement Analyst

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

The Proposal Evaluation Committee used the Sourcwell RFP evaluation criteria and determined that five of the six proposal responses met Level-One and Level-Two Responsiveness and were evaluated. The proposal of Allseating Corporation was deemed Level-Two non-responsive and was not evaluated.

Dant Clayton Corp. offers a solid variety of products to serve Sourcwell members, along with free member training and available extended warranties. Dant Clayton can assist members with pre-construction design, inspections and repair and renovation services to provide a complete solution for the Sourcwell member. Their pricing includes a strong discount and upfront freight charges which is clear, easy to understand, and reflects a significant value to the member.

Hussey Seating Company has a strong presence in the education and government market segments. They offer free member training, inspections and installation services, allowing a turn-key solution for Sourcwell member needs. Hussey offers -extensive dealer coverage across the US and Canada, with aggressive pricing discounts on a broad product mix.

For these reasons, the Sourcwell Proposal Review Committee recommends award of Sourcwell Contract #091719 to:

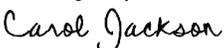
Dant Clayton Corporation
 Hussey Seating Company

091719-DCT
 091719-HSC

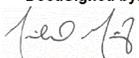
The preceding recommendations were approved on November 11, 2019.

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 Greg Grunig, Sourcwell Procurement Lead Analyst

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 Carol Jackson, Sourcwell Procurement Analyst

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 Michael Munoz, Sourcwell Procurement Analyst

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Craig West

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Craig West, Sourcwell 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 #091719 for Event Seating and Staging 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 Sourcwell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcwell 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 Sourcwell's Procurement Policy.

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Jeremy Schwartz

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Jeremy Schwartz, ASQ CSSBB

Chief Procurement Officer