



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #091423
Entitled

Furniture Solutions with Related Accessories and Services

The following advertisement was placed July 27, 2023 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, July 28, 2023 in Oregon's *Daily Journal of Commerce*, and July 27 and August 3, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Furniture Solutions with Related Accessories and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, 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://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than September 14, 2023, 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:

9to5 Seating, LLC	Lesro Industries, Inc.
Academia Furniture Industries	Lunar Contracting
Affordable Interior Systems, Inc.	MeTEOR Education, LLC
Agati, Inc.	MiEN Company, Inc.
ALLSEATING CORPORATION	MillerKnoll, Inc.
AmTab Manufacturing Corporation	National Business Furniture, LLC
Appalachian University Systems dba Smarter Furnishings	NDI Office Furniture, LLC
Arconas Corporation	NDI Office Furniture, LLC dba WorkSimpli
Artopex, Inc.	Nightingale Corp.
Atmosphere Commercial Interiors	Norix Group, Inc.
B&L Distributors, Inc.	NPS Public Furniture Corp. dba National Public Seating

Campio Furniture, Ltd.	OFS Brands, Inc.
Capitol Seating	Orbus, LLC dba Orbus Holdco
Catalyst Group Consulting	Palmer Hamilton, LLC
Central Indiana Educational Service Center	Paragon Furniture, Inc.
Clafin Service Company	Parameters
Claridge Products and Equipment, Inc.	Performance Health Supply, Inc.
Commercial Furniture Group, Inc.	Periscope Holdings, Inc.
CORT Business Services Corporation	Pineapple Contracts, Inc.
Dakota Properties, Ltd.	Primeway, Inc.
Demco, Inc.	PRO3 Designs, LLC
DSI Industries, Inc. dba OFGO STUDIO	PWXPress
Earlychildhood, LLC	Real Time Networks, Inc.
Ecologic Industries, LLC	Really Good Stuff, LLC
Educan Institutional Furniture, Ltd.	Regina Construction Association
Elite Workspace Solutions	Rifz Textiles, Inc.
Evans Consoles, Incorporated	Rising Ventures Group, LLC
Everest Expedition, LLC, dba The Worden Company	Sauder Manufacturing Co.
Evosite, Inc.	Scandinavian Spaces
Exemplis, LLC	School Outfitters, LLC
Fellowes, Inc.	School Specialty, LLC
Forms and Surfaces, Inc.	School's In, LLC
Global Equipment Company, Inc.	Secured Site Services
Global Industries, Inc.	Sedia Systems, Inc.
Global Total Office	Senator International, Inc.
Gressco, LTD	SICO America, Inc.
Hackney Home Furnishings, Inc. dba: Hackney Furniture	Smiota, Inc.
Haskell Office, LLC	Spacesaver Corporation
Haworth, Inc.	Special-T, LLC
Hertz Furniture Systems, LLC	Specseats International Corp.
Humanscale Corporation	Stance Healthcare, Inc.
iTAD Solutions	Staples Contract & Commercial, LLC
JB-Global Canada, Inc.	Steelcase, Inc.
John Savoy & Son, Inc.	Stevens Industries, Inc.
Kimball International Brands, Inc.	Teknion, LLC
Krueger International, Inc.	Transformations by Wieland, Inc.
Lakeshore Learning Materials	VARI Sales Corporation
LaserCAM Fabrication	Whitney Bros. Co., LLC
Learning Environments, LLC	Workrite Ergonomics, 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 September 14, 2023, at 4:32:52 pm CT. Proposals were received from the following:

9to5 Seating, LLC
Agati, Inc.

ALLSEATING CORPORATION
AmTab Manufacturing Corporation
Appalachian University Systems dba Smarter Furnishings
Arconas Corporation
Artopex, Inc.
Capitol Seating
Commercial Furniture Group, Inc.
CORT Business Services Corporation
Demco, Inc.
DSI Industries, Inc. dba OFGO STUDIO
Ecologic Industries, LLC
Evans Consoles, Incorporated
Fellowes, Inc.
Forms and Surfaces, Inc.
Global Industries, Inc.
Haworth, Inc.
Hertz Furniture Systems, LLC
Humanscale Corporation
Krueger International, Inc.
Lakeshore Learning Materials
Learning Environments, LLC
Lesro Industries, Inc.
MeTEOR Education, LLC
National Business Furniture, LLC
NDI Office Furniture, LLC dba WorkSimpli
Norix Group, Inc.
NPS Public Furniture Corp. dba National Public Seating
OFS Brands, Inc.
Orbus, LLC dba Orbus Holdco
Palmer Hamilton, LLC
Paragon Furniture, Inc.
Pineapple Contracts, Inc.
Primeway, Inc.
School's In, LLC
Sedia Systems, Inc.
SICO America, Inc.
Smiota, Inc.
Staples Contract & Commercial, LLC
Steelcase, Inc.
Teknion, LLC
Transformations by Wieland, Inc.
VARI Sales Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Procurement Lead Analyst
Ginger Line, MPA, NIGP-CPP, CPPB, Procurement Analyst
Carol Jackson, Procurement Analyst

Craig West, Procurement Analyst

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

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from Simota, Inc., fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

AmTab Manufacturing Corporation offers a solid mix of furniture styles and options. Their sales force and certified dealers cover all the United States and Canada. AmTab is a certified minority owned small business. They offer Sourcewell participating entities a competitive discount off standard pricing, which includes delivery and installation.

CORT Business Services Corporation provides furniture rental solutions in both the workplace and residential space along with project management to assist space requirements, design, installation and other services. They have over one-hundred offices, showrooms, and clearance centers that will allow them to provide quality sales and service to Sourcewell participating entities located in the United States. Their robust e-procurement system allows the customer to easily order the rental furniture they need. CORT Business Services Corporation offers a competitive discount on their entire product offering.

Fellowes, Inc. provides modular walls, panel systems, desks, storage, tables, ergonomic solutions, seating, air purifiers, and workspace accessories. Their sales representatives and dealers will provide sales and service to all Sourcewell participating entities in the United States and Canada. Fellowes, Inc. is offering a strong discount off their list price.

Haworth, Inc. is offering seating, tables, workstations, systems, desking, lounge furniture, lighting, accessories, and technology tools. Their Organic Workspace approach is designed to embrace changes and allows them to furnish virtually every area of a facility, including outdoor areas. Haworth also manufactures modular walls to provide an architectural element that integrates with other Haworth products. Their extensive network of dealers covers the United States and Canada. Haworth offers competitive pricing and a strong warranty to Sourcewell participating entities.

Krueger International, Inc. provides furniture for schools, workplace, healthcare, and government facilities. They offer a product line that includes seating, tables, architectural walls, pods, workspace systems, files, storage, and casegoods. Their robust dealer network, sales personnel, service representatives, nine showrooms, and six manufacturing locations allow them to provide products to all Sourcewell participating entities in the United States and Canada. Krueger International, Inc. is offering a solid discount off their list pricing.

Lakeshore Learning Materials offers a large mix of elementary school furniture and products. Lakeshore offers complimentary 3-D classroom layouts for complete classroom orders. With their sales force and authorized dealers, they cover the entire United States and Canada. They offer a competitive discount off MSRP pricing to Sourcewell participating entities.

OFS Brands Inc., a designer and manufacturer of furniture, brings the brands OFS and Carolina. They're a family-owned, community-driven company providing a large breadth of socially responsible furniture and logistics solutions. Their sales representatives cover the entire United States and Canada along with a large, overlapping

dealer network. OFS pricing includes a substantial discount to Sourcewell participating entities, and they provide a strong warranty.

Palmer Hamilton, LLC focuses on innovative furniture products and services in the educational and dining environments. Partnering with RESPAWN, they also offer solutions for e-sports teams and clubs in K-12 and higher education. Their sales representatives cover the United States along with a large dealer network across the United States and Canada. Palmer Hamilton provides the best possible pricing to Sourcewell participating entities, including freight and a strong discount. Their comprehensive warranty covers all products, parts, and labor.

SICO America, Inc. provides long-lasting mobile folding products such as, seating, cafeteria tables, folding tables, classroom tables, and banquet tables. The SICO Strut eliminates the heavy lifting required to fold tables and is warranted for the lifetime of their tables. Their sales and service employees, and authorized dealers will provide their products to all Sourcewell participating entities in the United States and Canada. SICO America, Inc. is providing a significant discount off their list pricing.

Staples Contract & Commercial, LLC is a national distributor and reseller offering over 735,000 furniture items that are stocked and ready for quick ship. They have over 550 account managers to serve Sourcewell participating entities throughout the United States. Staples also offers next-day delivery in over 98% of the United States. They are offering a solid discount off list pricing.

Steelcase Inc. offers a comprehensive portfolio of products and services including furniture systems, seating, storage, fixed and height-adjustable desks, benches, tables, and complimentary accessories. They also have 770 locations throughout North America to serve the needs of Sourcewell participating entities. They are offering a competitive discount by product category.

Teknion, LLC offers a complete catalog of furniture products, including desks, tables, panels, storage, casegoods, and ergonomic furniture. Their salespeople and dealers service and sell to all of Canada and the United States. Teknion, LLC offers a strong warranty to Sourcewell participating entities and a competitive discount off standard pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #091423 to:

AmTab Manufacturing Corporation	#091423-AMTAB
CORT Business Services Corporation	#091423-COR
Fellowes, Inc.	#091423-FELL
Haworth, Inc.	#091423-HAWRT
Krueger International, Inc.	#091423-KII
Lakeshore Learning Materials	#091423-LSH
OFS Brands, Inc.	#091423-OFS
Palmer Hamilton, LLC	#091423-PHL
SICO America, Inc.	#091423-SICO
Staples Contract & Commercial, LLC	#091423-SCC
Steelcase, Inc.	#091423-STI
Teknion, LLC	#091423-TKN

The preceding recommendations were approved on November 14, 2023.

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Greg Grunig
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Greg Grunig, MS, Procurement Lead Analyst

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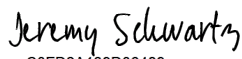
STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #091423 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.

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer