


**PORTFOLIO TITLE:** [Office Furniture \(2018 – 2023\)](#)  
**LEAD STATE:** **Utah**

<p><b><u>OVERVIEW:</u></b></p> <p>The Master Agreements in this portfolio offer up to four product categories for office furniture direct from the Original Equipment Manufacturer or from their authorized dealers.</p>	<p><b><u>INITIAL TERM:</u></b> January 22, 2018 through January 21, 2023</p> <p><b><u>RENEWALS:</u></b> None.</p> <p><b><u>TOTAL TERM POSSIBLE:</u></b> Five Years</p>
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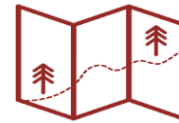
<p><b><u>PRODUCT CATEGORIES:</u></b></p> <p>Suppliers within this portfolio provide customer service, sales, warranty service, design services, and installation services for the following product categories:</p> <p>Category 1: Workspace/Systems Furniture          Category 2: Desks &amp; Tables          Category 3: Filing and Storage          Category 4: Seating</p>	
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<p><b><u>KEY BENEFITS:</u></b></p> <p>The following key benefits were derived from the re-procurement of this portfolio:</p> <ol style="list-style-type: none"> <li>1. Fixed discount percentage off OEM price list for 5 years; and states may negotiate even deeper discounts.</li> <li>2. No minimum orders.</li> <li>3. All freight is prepaid (included in product price), Alaska &amp; Hawaii to nearest west coast port.</li> <li>4. No restocking fees and design fees are capped at 3% of the purchase price.</li> <li>5. 10-year warranty on all products.</li> <li>6. Environmentally preferred products available in all product categories.</li> </ol>
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<b><u>SUPPLIERS AVAILABLE:</u></b>				
	AWARDED CATEGORIES			
	Workspace/Systems	Desks & Tables	Filing & Storage	Seating
<a href="#">Allsteel, Inc.</a>	✓			✓
<a href="#">Haworth, Inc.</a>				✓
<a href="#">Herman Miller, Inc.</a>	✓			✓
<a href="#">HON</a>	✓			
<a href="#">Krueger International (KI)</a>		✓	✓	✓
<a href="#">Steelcase, Inc.</a>	✓			✓

<p><b><u>PRICING:</u></b></p> <p>Discounts are provided at a percentage off the list price:</p> <ul style="list-style-type: none"> <li>➤ Allsteel – 73.6% to 74.3% off on Workspace/Systems; and 46% to 66% off on Seating.</li> <li>➤ Haworth – 13% to 64% off on Seating.</li> <li>➤ Herman Miller - 46% to 70.75% off on Workspace/Systems and Seating.</li> </ul>
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- HON - 70% to 71% off on Workspace/Systems.
- KI - 48% to 49% off on Desks & Tables, Filing & Storage, and Seating.
- Steelcase - 49% to 72% off on Workspace/Systems; and 44% to 69% off on Seating.

**PROCUREMENT BACKGROUND:**

In 2016, the NASPO ValuePoint Management Board approved conducting a re-solicitation of the NASPO ValuePoint Office Furniture portfolio. The Sourcing Team completed the RFP process and in November 2017, the Sourcing Team sought and was granted approval of the award by Board.

**STATES ON SOURCING TEAM:**

-  Utah (Lead)
-  Alaska
-  Idaho
-  Minnesota
-  Oregon
-  South Carolina



**SOLICITATION INFORMATION:**

Type: Request for Proposal (RFP)  
 Solicitation Number: RCI7020  
 Date Released: June 20, 2017  
 Date Closed: August 17, 2017

**PUBLIC POSTING OF SOLICITATION:**

- Solicitation was Publicly Advertised from June 20, 2017 to August 17, 2017.
- Website Posted On: [Utah Public Procurement Place \(U3P\)](#)
  - Posting Link: [Office Furniture RFP](#)
  - Number of Days Solicitation was Publicly Posted: 57
  - Number of Amendments Posted: 4

**PUBLIC OPENING**

Sealed responses were publicly opened on August 17, 2017, in Salt Lake City, Utah.



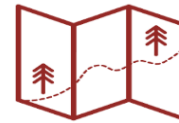
**VENDOR RESPONSES:**

- Number of Vendor Responses Received: 26
- Number of Non-Responsive Vendor Responses: 5
- Number of Vendor Responses Evaluated: 15

**EVALUATIONS:**

Responses were evaluated by the members of the Sourcing Team during the week of October 10-12, 2017 in Salt Lake City, Utah.

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**EVALUATION CRITERIA:**

Responses were evaluated based on the following criteria:

1. OEM Qualifications
2. Product Technical Qualifications
3. Cost



**SCORING:**

The RFP included a minimum point threshold. Cost was scored with the lowest total cost receiving 100% of the total points allowable for Cost, and all other vendors received a portion of the total cost points based on what percentage higher their total cost was than the total lowest cost. A vendor whose total cost was more than double (200%) the lowest total price received no points. Vendors achieving 75% of the total available points in each product category were eligible for award. Responses from all 21 responsive and responsible vendors were evaluated on their OEM Qualifications and 15 vendors were disqualified for not meeting the minimum requirements; therefore only 6 vendors received scores on the Product Technical Qualifications and Cost. Anyone interested in receiving a copy of the scoring that was used to determine the awards for the RFP should contact the Lead State of Utah as identified on the [Office Furniture \(2018 – 2023\)](#) portfolio’s NASPO ValuePoint website.

**AWARD:**

The RFP allowed for multiple vendor awards and all 6 of the scored vendors met or exceeded the required minimum scoring point threshold, which made them all eligible for award.

**PUBLIC POSTING OF AWARD:**

Award Posting Start: November 30, 2017  
 Award Posting End: December 14, 2017  
 Posting Link: [Office Furniture Award](#)  
 Total Days Posted: 10 Business Days  
 Vendors Awarded: 6  
 Protests Received: 0

**AWARDED VENDORS:**

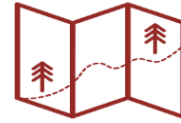
1. Allsteel Inc.
2. Haworth Inc.
3. Herman Miller
4. HON
5. Krueger International Inc.
6. Steelcase Inc.



**NO AWARD VENDORS:**

1. Affordable Interior Systems Inc.
2. Allseating
3. Ergo-Industrial Seating Systems Inc.
4. Ergo-Genesis Workplace Solutions LLC
5. Global Industries Inc.
6. Groupe Lacasse LLC
7. Humanscale
8. Indiana Furniture Industries
9. Kimball Office Inc.

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	<ol style="list-style-type: none"><li>10. Knoll Inc.</li><li>11. MC Flex Corp.</li><li>12. National Office Furniture Inc.</li><li>13. Neutral Posture</li><li>14. OFS Sales Corp</li><li>15. Reimers Furniture MFG</li><li>16. Swiftspace Inc.</li><li>17. Teknion</li><li>18. Trendway</li><li>19. Via Seating</li><li>20. Watson Furniture Group.</li></ol>
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