

BOT Meeting:	March 25, 2019
Solicitation No.:	RFP19-050DH
References:	Board Policy CH (Local) District Board Goal 1
Description:	<p>Furniture, Related Items and Services:</p> <p><u>Recommendation</u></p> <p>The Administration is seeking Board approval for the continued purchase of furniture and related items and services from multiple vendors in an amount not to exceed \$22,464,000 over a six-year period, and authorization for the Superintendent to negotiate and execute the agreements and subsequent renewals through 2025.</p> <p><u>Summary</u></p> <p>The newly developed Educational Specifications provide the link between learning and the design of educational facilities. In order to align the new “future ready furniture” with the Educational Specification principles, a detailed furniture selection process was developed. A Furniture Fair, Data Collection Surveys, District Evaluation Team, and Furniture Sample Evaluations helped generate a selection of flexible and easily configured pieces of furniture that provide autonomous and collaborative learning for FBISD. The furniture standard for the District will ensure equity among the campuses and administrative buildings and support all students.</p> <p>The intent of this solicitation is to broaden the number of manufacturer lines and catalogs available to the District for equipping new, renovated and existing facilities and to continue to support the classroom and office environment effectively and efficiently.</p> <p>On January 18, 2019, Fort Bend ISD issued RFP 19-050DH to identify authorized vendors for school furniture, office furniture, related items and services. Proposals were evaluated by principals, teachers and members of the Design and Construction Department using the established criteria.</p> <p>The awarded vendors will provide furnishings for the opening of five (5) new elementary schools and one (1) new high school, fully refurbishing twelve (12) existing elementary schools and two (2) existing middle schools, and the planned additions for multiple schools over the next three (3) years. These contracts will also cover any unanticipated replacements of existing furniture that may be needed at any of the facilities throughout the school year due to damage, repurposing, or the movement of classrooms.</p> <p>The recommended manufactures’ and qualified vendors are listed below.</p> <p><u>Background</u></p>

	Expenditures in 2017-18 were \$4,796,800. Expenditures will not exceed \$22,464,000 through 2025 for all furniture needs. Bond 2018 will fund \$17,424,000 of this amount, and \$5,000,000 come from other district funds: General Fund, Special Revenue Funds, Child Nutrition Fund, Enterprise Funds.																															
Requested By:	Steven Bassett, Chief Financial Officer Oscar Perez, Chief Operations Officer																															
Vendors:	<table border="1"> <thead> <tr> <th>Vendors</th> <th>Manufacturers</th> </tr> </thead> <tbody> <tr> <td>Carroll's Discount Office Furniture, Lone Star Furnishings, Indeco Sales, J.R. Inc., Smarketing Business Systems</td> <td>HON</td> </tr> <tr> <td>Carroll's Discount Office Furniture</td> <td>Global, Mayline, Paragon, Safco, Jasper</td> </tr> <tr> <td>Contract Resources Group</td> <td>National Office Furniture, Haskell Office, National Public Seating</td> </tr> <tr> <td>Educator's Depot</td> <td>Pepco, Inc.</td> </tr> <tr> <td>Indeco Sales</td> <td>Artco Bell, Oklahoma Sound Harmony, Via Seating</td> </tr> <tr> <td>J.R. Inc.</td> <td>Mooreco /Balt /Bestrite, Virco, Smith Systems</td> </tr> <tr> <td>Kay Davis Associates</td> <td>Versteel, Alumni, Wisconsin Bench, USA Concepts, Allseating, Sit On It, Tenjam, JSI, ERG International, Artopex, Electric Cable ECA, Integra, Jonti-Craft, Community, Eurotech, OFM</td> </tr> <tr> <td>Lakeshore Learning</td> <td>Lakeshore Learning</td> </tr> <tr> <td>Lone Star Furnishings</td> <td>Miem, Norva Nivel, Fomcore, Fleetwood</td> </tr> <tr> <td>Meteor Education</td> <td>Bretford, VS, Allied Plastics</td> </tr> <tr> <td>School Outfitters</td> <td>Whitney Brothers</td> </tr> <tr> <td>School Specialty</td> <td>Classroom Select</td> </tr> <tr> <td>Smarketing Business Systems</td> <td>Diversified Woodcraft, Iceberg, Lesro, KI</td> </tr> <tr> <td>Wenger Corporation</td> <td>Wenger</td> </tr> </tbody> </table>		Vendors	Manufacturers	Carroll's Discount Office Furniture, Lone Star Furnishings, Indeco Sales, J.R. Inc., Smarketing Business Systems	HON	Carroll's Discount Office Furniture	Global, Mayline, Paragon, Safco, Jasper	Contract Resources Group	National Office Furniture, Haskell Office, National Public Seating	Educator's Depot	Pepco, Inc.	Indeco Sales	Artco Bell, Oklahoma Sound Harmony, Via Seating	J.R. Inc.	Mooreco /Balt /Bestrite, Virco, Smith Systems	Kay Davis Associates	Versteel, Alumni, Wisconsin Bench, USA Concepts, Allseating, Sit On It, Tenjam, JSI, ERG International, Artopex, Electric Cable ECA, Integra, Jonti-Craft, Community, Eurotech, OFM	Lakeshore Learning	Lakeshore Learning	Lone Star Furnishings	Miem, Norva Nivel, Fomcore, Fleetwood	Meteor Education	Bretford, VS, Allied Plastics	School Outfitters	Whitney Brothers	School Specialty	Classroom Select	Smarketing Business Systems	Diversified Woodcraft, Iceberg, Lesro, KI	Wenger Corporation	Wenger
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Budget Sources:	All Funds - General Fund, Special Revenue Fund, Bond Funds, Enterprise Fund																															
Amount:	Not to Exceed \$22,464,000 through 2025																															
Other Supporting Information																																
Sole Source:	No																															
Number of vendors contacted by Purchasing:	N/A																															
Number of vendors contacted by FBISD Notification System:	440																															
Number of vendors downloaded the solicitation:	203																															

Number of responses received:	18
Number of "no bid" responses received:	2
Length of commitment:	Through 2025
Last solicitation date:	June 5, 2015
Supporting documents:	Evaluation Summary and Criteria
Disclosure under Board Policy CH, CV, or DBD (Local):	None

Evaluation Summary
RFP19-050DH
School Office Furniture Related Items - Traditional Standards
March 25, 2019

Vendors	Purchase Price (30 pts. max)	Reputation of the Vendor (10 pts. max)	Quality of the Vendor's Goods or Services (5 pts. max)	Extent to Which the Goods or Services Meet the District's Needs (20 pts. max)	Vendor's Past Relationship With the District (5 pts. max)	Long-Term Cost to the District to Acquire the Vendor's Goods or Services (15 pts. max)	Extent to Which Vendor Agrees to Our Standard Form of Agreement, By Signing the Agreement (10 pts. max)	Insurance Requirements: A Copy of the Certificate of Insurance Should be in the Proposal. (5 pts. max)	Proposer's Total Score (100 pts max)
Carroll's Discount Office Furniture	30	8	5	16	5	15	10	5	94
Contract Resources Group (CRG)	30	10	3	7	2	15	10	5	82
Educator's Depot, Inc.	30	10	4	11	5	15	10	5	90
Indeco Sales	30	10	5	19	5	15	10	5	99
J.R. Inc.	30	10	5	17	5	15	10	5	97
Kay Davis Associates, LLC.	30	10	4	16	4	13	10	5	92
Lakeshore Learning	30	8	5	18	5	15	10	5	96
Lone Star Furnishings	30	10	4	11	2	15	10	5	87
Meteor Education, LLC.	30	10	3	13	3	13	10	5	87
School Specialty	30	7	4	11	4	6	10	5	77
Smmarketing Business Systems	30	6	4	9	4	13	10	5	81
Wenger Corporation	30	10	5	19	5	15	10	5	99

Evaluation Summary
RFP19-050DH
School Office Furniture Related Items - Catalog Discount
March 25, 2019

Vendors	Purchase Price (30 pts. max)	Reputation of the Vendor (10 pts. max)	Quality of the Vendor's Goods or Services (5 pts. max)	Extent to Which the Goods or Services Meet the District's Needs (20 pts. max)	Vendor's Past Relationship With the District (5 pts. max)	Long-Term Cost to the District to Acquire the Vendor's Goods or Services (15 pts. max)	Extent to Which Vendor Agrees to our Standard Form of Agreement, By Signing the Agreement (10 pts. max)	Insurance Requirements: A copy of the Certificate of Insurance Should Be in the Proposal. (5 pts. max)	Proposer's Total Score (100 pts max)
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RFP19-050DH

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March 25, 2019

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Indeco Sales	30	10	5	19	5	15	10	5	99
Indeco Sales	20	10	5	19	5	15	10	5	89
J.R. Inc	30	10	5	17	5	15	10	5	97
J.R. Inc	30	10	5	17	5	15	10	5	97
J.R. Inc	10	10	5	17	5	15	10	5	77
Kay Davis Associates	10	10	4	16	4	13	10	5	72
Kay Davis Associates	30	10	4	16	4	13	10	5	92
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Kay Davis Associates	30	10	4	16	4	13	10	5	92
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Lone Star Furnishings	10	10	4	11	2	15	10	5	67
Lone Star Furnishings	20	10	4	11	2	15	10	5	77
Lone Star Furnishings	30	10	4	11	2	15	10	5	87
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Meteor Education, LLC	30	10	3	13	3	13	10	5	87
School Outfitters	10	8	2	7	2	8	10	5	52
School Specialty	10	7	4	11	4	6	10	5	57
Smarketing Business Systems	30	6	4	9	4	13	10	5	81
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Smarketing Business Systems	10	6	4	9	4	13	10	5	61
Wenger Corporation	30	10	5	19	5	15	10	5	99

RFP 19-050DH
School Office Furniture Related Items & Services

Evaluation Criteria: Proposal shall be evaluated using the evaluation criteria listed below. Fort Bend ISD reserves the right to award contract as best meets the District’s needs such as per section, groups, or all.

	Evaluation Criteria	Point System
1	Purchase Price <ul style="list-style-type: none"> • Offer a fair and reasonable price for items or services to be procured by Fort Bend ISD. Pricing will be calculated using the Price Delivery Sheet in this document. 	30 points
2	Reputation of the Vendor and of the Vendor’s Goods or Services <ul style="list-style-type: none"> • Vendor should have a solid reputation with other ISDs, Government or Collegiate entities that show a high level of customer service, a high level of quality of goods and services. (References will be contacted via email with a deadline. If no response is received by the deadline, there will be points deducted in this section). 	10 points
3	Quality of the Vendor’s Goods or Services <ul style="list-style-type: none"> • Vendor’s products should be new and be of the highest quality. 	5 points
4	Extent to Which the Goods or Services Meet the District’s Needs <ul style="list-style-type: none"> • Ability to provide turnkey delivery and installation • Ability to deliver and install within a reasonable timeline provided by Fort Bend ISD 	20 points
5	Vendors Past Relationship With the District	5 points
6	Long-Term Cost to the District to Acquire the Vendor’s Goods or Services <ul style="list-style-type: none"> • Warranty, set-up fee, maintenance or other fees 	15 points
7	Extent to Which the Vendor Agrees to Our Standard Form of Agreement Embedded Herein as Appendix A. By Signing the Agreement, you assent to the Terms and Conditions of Fort Bend ISD	5 points
8	Insurance Requirements <ul style="list-style-type: none"> • Vendor meets insurance requirements and includes a copy of the Certificate of Insurance in the proposal. 	10 points
	TOTAL	100 points