



Purchasing

Joe Benjamin, Director
301 4th St SW, Largo, FL 33770

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

RESPONSE DEADLINE: January 5, 2026 at 2:00 pm

Report Generated: Thursday, February 12, 2026

CONSENSUS SCORECARD SUMMARY

Vendor	Cost Proposal 0-5 Points 30 Points (30%)	Scope and Depth of Offerings 0-5 Points 25 Points (25%)	Delivery and Installation Services 0-5 Points 15 Points (15%)	Technical Proposal 0-5 Points 15 Points (15%)	Value Added Services 0-5 Points 10 Points (10%)	Pricing Information 0-5 Points 5 Points (5%)	Total Score (Max Score 100)
AmTab Manufacturing Corporation	0	2.67	4	3	3.33	2	43
Krueger International, Inc.	1.83	3.33	3.33	2.33	3.67	2.67	54.6
Lakeshore Learning Materials, LLC	1.33	3	3.33	3	2.67	3	50.3
ODP Business Solutions, LLC	5	4.67	4.67	4.33	4	4	92.4
Schoolhouse Products Inc.	1.33	3	3	3.33	3	2.67	50.6
WB Mason	1.67	2.67	2.67	3.33	3	2.83	50.2

CONSENSUS SCORECARD DETAILS

AmTab Manufacturing Corporation

Cost Proposal | 0-5 Points | 30 Points (30%)

0

Description:

Cost Proposals will be evaluated for responsiveness to the Scope of Work and compliance with submission requirements.

Respondents shall provide a comprehensive cost proposal using the Cost Proposal Workbook provided with this solicitation. The workbook includes multiple tabs representing distinct pricing categories. All pricing shall be clearly itemized, fully burdened, and inclusive of all costs associated with providing the products and services described in the Scope of Work.

Full Market Basket (Excel Attachment)

The complete Market Basket contains all items submitted with this solicitation, including:

- Manufacturer SKU
- Item Description
- Product Category
- Primary Vendor
- Unit of Measure
- Delivered Price (to be completed by respondent)
- Installed Price (to be completed by respondent)

Due to the size and detail of the Market Basket, the full dataset is provided as an **Excel workbook attached**. Vendors must complete the Excel version in full for evaluation and contract award consideration.

Excel Workbook Requirements

- All pricing must be FOB Destination.
- Installed pricing must include labor, equipment, and all related services.
- All lines must be completed unless categorized as “Not Offered,” which must be clearly indicated.

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Failure to complete the Market Basket Excel file may result in a reduced score under the Cost Proposal section.

Comments:

Margaret Armenia: Proposer did not complete the market basket. Proposer does not provide List/MSRP via the Cost Proposal or their website. Therefore, there is no reasonable way to evaluate the value of the discount off listed. Cyndi Hawk: market basket pricing not provided Charlie Rosol: Didn't complete market basket.

Scope and Depth of Offerings | 0-5 Points | 25 Points (25%)

2.67

Description:

Factors may include percentage discounts, design services offered, delivery and installation options, value added services, company background, relevant experience in both public and private sectors, with an emphasis on demonstrated performance in the public sector, as well as financial stability, distribution capabilities, and the ability to meet sustainability and inclusion objectives, as applicable.

Comments:

Margaret Armenia: Proposer identifies their product categories and discounts, value-added services, delivery and installation options in the Cost Proposal not as submitted in Tab 2 Cyndi Hawk: 50% discount on all products offered, In hose design services, extensive public sector Charlie Rosol: Provided 50% off list price of their own brand but doesn't provide a list of prices per item

Delivery and Installation Services | 0-5 Points | 15 Points (15%)

4

Description:

Respondents shall complete the Delivery & Installation tab to describe all associated costs for delivery, assembly, placement, and installation of furniture and related equipment. Pricing shall indicate whether rates are per unit, per project, or percentage-based, and whether services are performed in-house or through subcontracted installers.

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Performance on previously awarded contracts for public- and private-sector clients will be considered. Relevant factors may include administrative compliance, cooperative conduct, customer satisfaction, and overall professionalism.

A Respondent’s performance and actions under previously awarded contracts to schools, local, state, or federal agencies are relevant in determining whether the Respondent is likely to provide quality Products & Services to Participating Agencies; including the administrative aspects of performance; the Respondent’s history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Respondent’s businesslike concern for the interests of the customer.

Comments:

Margaret Armenia: Percentage-based freight/shipping. No minimum order fee. Admin fee included. Rate-based not to exceed 20% of order for delivery & installation. Cyndi Hawk: Inhouse installation - Delivery will never exceed 20% of the cost of order - Charlie Rosol: In-house scheduling, delivery and installation. No outsourcing. Didn't indicate which states they cover. In-house installation crew. Measures facility with 360-degree camera for 3D renderings.

Technical Proposal | 0-5 Points | 15 Points (15%)

3

Description:

The Respondent shall provide the information, documentation, forms, and other materials required in the Section N “**Technical Proposal**”).

The selected Vendor's response to this solicitation shall be integrated into and designated as Section N – Technical Proposal of the final contract.

This section is intended for prospective Contractors to outline their relevant experience and capabilities in alignment with the solicitation's requirements. The information provided must be comprehensive and directly address all specified requirements. The information submitted should be organized with priority given to the most important and relevant experience listed first.

Comments:

Margaret Armenia: Proposer offered basic, generalized answers in response. Basic, general overview style responses to risk management and marketing plan. Cyndi Hawk: many benefits to having made to order, design services, installation, and warrenty of

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products that the supplier constructs Charlie Rosol: Risks are identified during the pre-award review, Identified risks could be cost, delivery, schedule, etc. Risk mitigation is achieved through standardized contract management procedures, clearly defined internal responsibilities, supplier oversight, quality assurance controls, and ongoing performance monitoring. Throughout contract execution, AmTab maintains open communication with customers to address issues promptly, manage changes, and implement corrective actions as needed. Has solid marketing plan.

Value Added Services | 0-5 Points | 10 Points (10%)

3.33

Description:

The Value-Added Services tab provides space for Respondents to identify additional services offered at no charge or discounted rates, such as warranty enhancements, repair services, recycling programs, asset tagging, or post-installation support. These services may be considered in the overall value evaluation.

Comments:

Margaret Armenia: While there is no sustainability program offered, there is onsite training, warranty handling, and a 15 yr limited warranty at no cost. Recycling/disposal priced at \$125/per piece Cyndi Hawk: will recycle, 15 year warranty Charlie Rosol: Added value through its fully integrated, end-to-end approach, combining in-house design, USA-based manufacturing, dedicated installation teams, and comprehensive logistics support. This vertical integration ensures consistent quality, faster project timelines, and clear accountability at every stage.

Pricing Information | 0-5 Points | 5 Points (5%)

2

Description:

The below details should be taken into consideration when developing any cost proposal in connection with this solicitation and the Cost Proposal.

1. Complete Proposal. It is the responsibility of the Respondent to provide a complete Cost Proposal that includes pricing based on a verifiable pricing methodology for all Products & Services to be considered part of the final Master Agreement offered to the Participating Agencies.

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

2. Value. Lead Agency requests that Respondents offer Products & Services at lower prices that are scalable and with better value than what they would ordinarily offer to a single government agency, educational institution, or regional cooperative.
3. Maximum Price. Lead Agency requests that pricing be submitted as not-to-exceed. The Respondent may adjust pricing lower if needed but cannot exceed the pricing submitted. Supplier commits the not-to-exceed pricing provided under the Master Agreement pricing is its lowest available (net to buyer) to public agencies nationwide and further commits that if a Participating Agency is eligible for lower pricing through a national, state, regional, or local or cooperative contract, Supplier shall match such lower pricing to that Participating Agency under the Master Agreement.
4. Indefinite Quantity. This solicitation requests pricing for an indefinite quantity of Products & Services.
5. Total Acquisition Cost. The pricing included in the Cost Proposal must be clearly understood, complete, and fully describe the total cost of acquisition (*e.g.*, cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Agency's location).
6. Prevailing Wage. Supplier and any of its subcontractors agree to comply with all laws regarding prevailing wage rates applicable to construction of public work, and any related federal requirements, including the Davis-Bacon Act, applicable to this solicitation and Participating Agencies.
7. Administrative Fee. Pricing provided shall include the administrative fee payable to CoreTrust.
8. Descriptions. All line items included in your Cost Proposal should be described by, but not limited to, characteristics such as manufacture name, stock or part number, size, or functionality.
9. Discounts. Discounts shall be clearly defined. Pricing with multiple discounts levels based on quantity, sales volume, or any other factor is allowable and must be based on a fixed or defined price or sales range or configuration of Products & Services.
10. No Cost-Plus Pricing. Cost-Plus Pricing is not acceptable as the primary pricing methodology for the solutions provided in your Cost Proposal. Cost-Plus Pricing can be defined as adding a markup to the cost of goods or services to arrive at a selling price. Using this pricing methodology is not accepted by Participating Agencies using Federal grant funds to purchase the Products & Services offered by Supplier.

Lead Agency reserves the right to make additional investigations as it deems necessary to establish the capability of any Respondent.

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Comments:

Margaret Armenia: While the Proposer offers a hefty 50% discount off list price across all categories offered, the pricing information does not reflect the total cost of acquisition. Unable to determine NTE contract pricing based on the submission as list prices are not available via Cost Proposal or the Proposer's website. Cyndi Hawk: would have liked to see the supplier add their product pricing in the market basket as an alternative to comparable items. give 50% off all products offered. Design services are included in pricing. No Retail pricing provided to check Charlie Rosol: Didn't provide a market basket, but provided a catalog discount of 50% on their manufactured items. Design Services at no extra cost, delivery and installation is 20% of the total order, removal of old furniture at \$125/piece, no cost for training, extended warranty is 15 years, they don't have a sustainability program but select durable, long lasting material to minimize waste, and shipping is 15% of the order, have ecommerce system,

Total Score: 43.01

Krueger International, Inc.

Cost Proposal | 0-5 Points | 30 Points (30%)

1.83

Description:

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- Item Description
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- Primary Vendor
- Unit of Measure
- Delivered Price (to be completed by respondent)
- Installed Price (to be completed by respondent)

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Excel Workbook Requirements

- All pricing must be FOB Destination.
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Comments:

Margaret Armenia: Supplier entered new lines into the market basket tab to demonstrate their product offerings. Only 60 products were offered in market basket
Cyndi Hawk: 60 line items of the market basket provided
Charlie Rosol: KI entered new lines into the market basket and it appears they are substitutes, and they only offered their KI furniture in the market basket for some items, not the entire market basket, 43% off of KI catalog furniture (doesn't offer outdoor and playground furniture, performing arts and music room furniture, and early childhood and preschool furniture), 3% admin fee on all products and services

Scope and Depth of Offerings | 0-5 Points | 25 Points (25%)

3.33

Description:

Factors may include percentage discounts, design services offered, delivery and installation options, value added services, company background, relevant experience in both public and private sectors, with an emphasis on demonstrated performance in the public

sector, as well as financial stability, distribution capabilities, and the ability to meet sustainability and inclusion objectives, as applicable.

Comments:

Margaret Armenia: Proposer offers 43% discount off list price; proposer links to all product catalogs by category and product line (excluding the outdoor & playground; performing arts & music room; and early childhood & preschool product categories). Offers most design services, delivery & installation factoring 25% stand wage/50% prevailing wage; offers value-added services (many inclusive- some are case-by-case cost basis) Cyndi Hawk: Meets requirements - Only distributes KI brand products Charlie Rosol: Only offered their KI Furniture, doesn't offer outdoor and playground furniture, performing arts and music room furniture, and early childhood and preschool furniture. Appears there are multiple distribution centers and subs throughout the US. plus or minus 35 states, assistance in the removal, repurposing, resale or recycling of used or unneeded products. Nationwide distribution.

Delivery and Installation Services | 0-5 Points | 15 Points (15%)

3.33

Description:

Respondents shall complete the Delivery & Installation tab to describe all associated costs for delivery, assembly, placement, and installation of furniture and related equipment. Pricing shall indicate whether rates are per unit, per project, or percentage-based, and whether services are performed in-house or through subcontracted installers.

Performance on previously awarded contracts for public- and private-sector clients will be considered. Relevant factors may include administrative compliance, cooperative conduct, customer satisfaction, and overall professionalism.

A Respondent's performance and actions under previously awarded contracts to schools, local, state, or federal agencies are relevant in determining whether the Respondent is likely to provide quality Products & Services to Participating Agencies; including the administrative aspects of performance; the Respondent's history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Respondent's businesslike concern for the interests of the customer.

Comments:

Margaret Armenia: Standard dock delivery is included; most of the rest is % stand wage & prevailing wage on a per room or % of order

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basis Cyndi Hawk: Delivery included only for standard dock delivery Charlie Rosol: Dock Delivery - 0%, Inside Delivery 25% Stand Wage 50% Prevailing Wage, Delivery/basic assembly 35% Stand Wage 50% Prevailing Wage, White Glove install 35% Stand Wage 50% Prevailing Wage, Complex installation per project, After hours/Weekend 52.5% Stand Wage 100% Prevailing Wage, fuel surcharge of 2.84% of order, freight on products are free, fixed products/installation products freight based on per project. 3D renderings.

Technical Proposal | 0-5 Points | 15 Points (15%)

2.33

Description:

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Comments:

Margaret Armenia: General step-based risk assessment details; contract compliance via Salesforce Cyndi Hawk: The supplier has numerous exceptions and stipulations in the contract. Charlie Rosol: Uses salesforce to manage customer relationships to manage communication and business process. Includes online quotes, pricing, credits, payment, etc., Sales team will work with CoreTrust on appropriate public relations announcement, award, etc., will provide appropriate marketing collateral, etc. within the first 90 days, will make every effort to attend conferences.

Value Added Services | 0-5 Points | 10 Points (10%)

3.67

Description:

The Value-Added Services tab provides space for Respondents to identify additional services offered at no charge or discounted rates, such as warranty enhancements, repair services, recycling programs, asset tagging, or post-installation support. These services may be considered in the overall value evaluation.

Comments:

Margaret Armenia: Onsite training and warranty handling is included in costs; most products have a lifetime warranty; disposal/sustainability is costed on a case-by-case basis
Cyndi Hawk: Meets requirement - does not have enhanced services
Charlie Rosol: Extended warranty on products included, recycling furniture -assistance in the removal, repurposing, resale or recycling of used or unneeded products. We can also assist with brokering furniture from other manufacturers., on-site training included, sustainability - offers customers to purchase products with an understanding that needs may change, and customers may need assistance in the removal and resale of product. KI will assist in a buy-back program or can offer to broker product that is no longer needed. The details of service would be based on the product purchased and a program would be tailored at that time.

Pricing Information | 0-5 Points | 5 Points (5%)

2.67

Description:

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Participating Agency is eligible for lower pricing through a national, state, regional, or local or cooperative contract, Supplier shall match such lower pricing to that Participating Agency under the Master Agreement.

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Lead Agency reserves the right to make additional investigations as it deems necessary to establish the capability of any Respondent.

Comments:

Margaret Armenia: The information is available, but it is clunky to navigate due to multiple pricing catalogs. Some of the total cost of acquisition is opaque as some costs are calculated including % of stand/prevailing wage or are figured on a case-by-case basis. Cyndi Hawk: Meets requirement Charlie Rosol: Didn't provide pricing for every item in the market basket due to they are only offering their KI furniture and products, offered a catalog discount but varies based on product and services, 3% admin fee,

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undefined - School Furniture and Related Services - Best Value Request for Proposal (RFP)

Total Score: 54.62

Lakeshore Learning Materials, LLC

Cost Proposal | 0-5 Points | 30 Points (30%)

1.33

Description:

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Excel Workbook Requirements

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Failure to complete the Market Basket Excel file may result in a reduced score under the Cost Proposal section.

Comments:

Margaret Armenia: Very few items provided in the market basket. Only offers 5% discount across all product categories, not including sale items. Cyndi Hawk: Market basket partial response Charlie Rosol: only provided pricing for 27 of the market basket items, offered 5% off of all catalog categories, Shipping of products are free, Design, Delivery & Installation by Lakeshore is complimentary on orders of \$20,000 or more that ship to a single location

Scope and Depth of Offerings | 0-5 Points | 25 Points (25%)

3

Description:

Factors may include percentage discounts, design services offered, delivery and installation options, value added services, company background, relevant experience in both public and private sectors, with an emphasis on demonstrated performance in the public sector, as well as financial stability, distribution capabilities, and the ability to meet sustainability and inclusion objectives, as applicable.

Comments:

Margaret Armenia: All design services are complimentary; free standard and inside delivery; offers all product categories; delivery + assembly levels & white-glove install complimentary on orders of \$20k or more, but depending on delivery location additional charges may apply which is unclear. Classroom items quoted appear to be more early-childhood-centric. Cyndi Hawk: end to end product support - Warehouse product storage Charlie Rosol: Only offered their Lakeshore products, catalog discount of 5%, all four lines of furniture are made from sustainable wood, heavy plastics, and metals treated with resist wear and tear, no sustainability plan for recycling old furniture, full turnkey approach for services, offers budget tracking on all projects, two national distribution centers in Utah and Kentucky. Nationwide distribution.

Delivery and Installation Services | 0-5 Points | 15 Points (15%)

3.33

Description:

Respondents shall complete the Delivery & Installation tab to describe all associated costs for delivery, assembly, placement, and installation of furniture and related equipment. Pricing shall indicate whether rates are per unit, per project, or percentage-based, and whether services are performed in-house or through subcontracted installers.

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Comments:

Margaret Armenia: Free standard and inside delivery. % of room/order or hourly for the rest of the service levels with the following note: Design, Delivery & Installation by Lakeshore is complimentary on orders of \$20,000 or more that ship to a single location in the contiguous United States. Depending on delivery location, additional charges may apply. This service includes: • Unpacking and assembly • Supervised setup in a classroom, a library, a media center or other learning space • Custom labeling and boxing of orders by designated information, such as by classroom or teacher • Supervised verification that all rooms are in ready-to-move-in condition • Debris Removal
Cyndi Hawk: In-house delivery and installation - Direct Manufactureing
Charlie Rosol: Shipping of products are free, Design, Delivery & Installation by Lakeshore is complimentary on orders of \$20,000 or more that ship to a single location. In-House crew for installation, nationwide. 3D renderings.

Technical Proposal | 0-5 Points | 15 Points (15%)

3

Description:

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Comments:

Margaret Armenia: General overview provided for risk management; training certifications listed for work environments; contract compliance through Salesforce, SQL; capable of setting up automated reports; general information on reporting; COI provided; general marketing information Cyndi Hawk: E-procurement website and ordering capability Charlie Rosol: Will collaborate with CoreTrust in first 90 days and after for marketing the contract, will participate with conferences, turnkey approach

Value Added Services | 0-5 Points | 10 Points (10%)

2.67

Description:

The Value-Added Services tab provides space for Respondents to identify additional services offered at no charge or discounted rates, such as warranty enhancements, repair services, recycling programs, asset tagging, or post-installation support. These services may be considered in the overall value evaluation.

Comments:

Margaret Armenia: No extended warranty; no removal, recycling or buy-back program; onsite and warranty handling included Cyndi Hawk: warehouse store - Design Services Charlie Rosol: Doesn't offer extended warranties, doesn't offer removal of old furniture, provides onsite training at no cost, doesn't have a buy-back or recycling program.

Pricing Information | 0-5 Points | 5 Points (5%)

Description:

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Lead Agency reserves the right to make additional investigations as it deems necessary to establish the capability of any Respondent.

Comments:

Margaret Armenia: Pricing information is fairly clear. Cyndi Hawk: 5% catalogue discount Charlie Rosol: Only offered their Lakeshore products, didn't mention prevailing wage, didn't mention admin fee, 5% discount of their product line only, only completed 27 of the market basket items, offers online eprocurement website.

Total Score: 50.31

ODP Business Solutions, LLC

Cost Proposal | 0-5 Points | 30 Points (30%)

5

Description:

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Failure to complete the Market Basket Excel file may result in a reduced score under the Cost Proposal section.

Comments:

Margaret Armenia: 1822 line items completed in the Market Basket exercise; descriptive category discounts, even more granular by manufacturer within each category, ranging from 22.07% to 68.96%; proposer had the greatest overall value Cyndi Hawk: Nationwide - Location in most continuous US Charlie Rosol: Provided pricing for all market basket items. Catalog discount varies based on manufacturer. Ranges from +/- 22%-68%. Average is 49%. Standard delivery on products free. Inside delivery, delivery and install, after hours/weekend deliveries are an average 12% of quote. Complex installation delivery/install based on project. Offer +/- 300 manufacturers. ODP uses Workplace Interiors for installation services.

Scope and Depth of Offerings | 0-5 Points | 25 Points (25%)

4.67

Description:

Factors may include percentage discounts, design services offered, delivery and installation options, value added services, company background, relevant experience in both public and private sectors, with an emphasis on demonstrated performance in the public sector, as well as financial stability, distribution capabilities, and the ability to meet sustainability and inclusion objectives, as applicable.

Comments:

Margaret Armenia: Offers products across all product categories in scope. Provided a full list of manufacturers in portfolio. Fully offers design, delivery & installation and value-added services
Cyndi Hawk: comprehensive listing of products available from manufacturers
Charlie Rosol: Average catalog discount is 49%. Varies per manufacturer. ODP has experience both with public and private sectors. They have distribution and installation locations throughout the country. Appears mostly on the east and west coast, followed by locations in the central mid-west, and several in the mountain region. Nationwide Distribution.

Delivery and Installation Services | 0-5 Points | 15 Points (15%)

4.67

Description:

Respondents shall complete the Delivery & Installation tab to describe all associated costs for delivery, assembly, placement, and installation of furniture and related equipment. Pricing shall indicate whether rates are per unit, per project, or percentage-based, and whether services are performed in-house or through subcontracted installers.

Performance on previously awarded contracts for public- and private-sector clients will be considered. Relevant factors may include administrative compliance, cooperative conduct, customer satisfaction, and overall professionalism.

A Respondent's performance and actions under previously awarded contracts to schools, local, state, or federal agencies are relevant in determining whether the Respondent is likely to provide quality Products & Services to Participating Agencies; including the administrative aspects of performance; the Respondent's history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Respondent's businesslike concern for the interests of the customer.

Comments:

Margaret Armenia: Standard dock delivery free/included; the rest is 12% of total list average, or quoted on a per-project basis (complex installation only). Tab 3 includes a pin map of ODP locations and installation network. Cyndi Hawk: delivery - clear understanding of the national need Charlie Rosol: Standard delivery on products free. Inside delivery, delivery and install, after hours/weekend deliveries are an average 12% of quote. Complex installation delivery/install based on project. Over 400 installers (may use subs). Design services outside scope is \$85/hr. In-House crew for installation, nationwide. 3D renderings.

Technical Proposal | 0-5 Points | 15 Points (15%)

4.33

Description:

The Respondent shall provide the information, documentation, forms, and other materials required in the Section N “**Technical Proposal**”).

The selected Vendor's response to this solicitation shall be integrated into and designated as Section N – Technical Proposal of the final contract.

This section is intended for prospective Contractors to outline their relevant experience and capabilities in alignment with the solicitation's requirements. The information provided must be comprehensive and directly address all specified requirements. The information submitted should be organized with priority given to the most important and relevant experience listed first.

Comments:

Margaret Armenia: COI provided; very general information provided on risk management; decent overview of the marketing plan Cyndi Hawk: detailed overview of all areas required in RFP Charlie Rosol: ODP leadership endorsement and sponsorship of award after 10 days of award. Training and education of supplier's national sales force with participation from leadership team along side CoreTrust within the first 90 days. ODP uses a system called HighSpot that will help train and offer materials to all reps. Upon award of the contract, ODP Business Solutions has a detailed 90-day plan to market the contract to all participating Public Agencies, both existing agencies as well as customers who are not yet cooperative members. ODP Business Solutions has implemented new tools for Public Sector reps to access collateral and sales related materials. Will attend and market at conferences.

Value Added Services | 0-5 Points | 10 Points (10%)

4

Description:

The Value-Added Services tab provides space for Respondents to identify additional services offered at no charge or discounted rates, such as warranty enhancements, repair services, recycling programs, asset tagging, or post-installation support. These services may be considered in the overall value evaluation.

Comments:

Margaret Armenia: All value-added services offered but pricing is fairly opaque (to be quoted, TBD) Cyndi Hawk: Recycle program - Sustainability program Charlie Rosol: Workspace Interiors guarantees all of the products sold. Should the end user encounter manufacturer warranty issues, Workspace Interiors will work on end user's behalf to complete prompt repair or replacement of furniture with the manufacturer. Errors and damages that occur as a result of a Workspace Interiors error will be handled promptly through repair or return and replacement of the product. Reference our Warranty Flow chart which illustrates our detailed process for fulfilling warranty claims on products sold through Workspace Interiors. Have partnerships with various company's dedicated to repurposing surplus furniture, fixtures and equipment—is just one more demonstration of how Workspace Interiors is dedicated to sustainability. If your project includes a surplus, ask us how we can connect you to this amazing program.

Pricing Information | 0-5 Points | 5 Points (5%)

4

Description:

The below details should be taken into consideration when developing any cost proposal in connection with this solicitation and the Cost Proposal.

1. Complete Proposal. It is the responsibility of the Respondent to provide a complete Cost Proposal that includes pricing based on a verifiable pricing methodology for all Products & Services to be considered part of the final Master Agreement offered to the Participating Agencies.
2. Value. Lead Agency requests that Respondents offer Products & Services at lower prices that are scalable and with better value than what they would ordinarily offer to a single government agency, educational institution, or regional cooperative.

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

3. Maximum Price. Lead Agency requests that pricing be submitted as not-to-exceed. The Respondent may adjust pricing lower if needed but cannot exceed the pricing submitted. Supplier commits the not-to-exceed pricing provided under the Master Agreement pricing is its lowest available (net to buyer) to public agencies nationwide and further commits that if a Participating Agency is eligible for lower pricing through a national, state, regional, or local or cooperative contract, Supplier shall match such lower pricing to that Participating Agency under the Master Agreement.
4. Indefinite Quantity. This solicitation requests pricing for an indefinite quantity of Products & Services.
5. Total Acquisition Cost. The pricing included in the Cost Proposal must be clearly understood, complete, and fully describe the total cost of acquisition (*e.g.*, cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Agency's location).
6. Prevailing Wage. Supplier and any of its subcontractors agree to comply with all laws regarding prevailing wage rates applicable to construction of public work, and any related federal requirements, including the Davis-Bacon Act, applicable to this solicitation and Participating Agencies.
7. Administrative Fee. Pricing provided shall include the administrative fee payable to CoreTrust.
8. Descriptions. All line items included in your Cost Proposal should be described by, but not limited to, characteristics such as manufacture name, stock or part number, size, or functionality.
9. Discounts. Discounts shall be clearly defined. Pricing with multiple discounts levels based on quantity, sales volume, or any other factor is allowable and must be based on a fixed or defined price or sales range or configuration of Products & Services.
10. No Cost-Plus Pricing. Cost-Plus Pricing is not acceptable as the primary pricing methodology for the solutions provided in your Cost Proposal. Cost-Plus Pricing can be defined as adding a markup to the cost of goods or services to arrive at a selling price. Using this pricing methodology is not accepted by Participating Agencies using Federal grant funds to purchase the Products & Services offered by Supplier.

Lead Agency reserves the right to make additional investigations as it deems necessary to establish the capability of any Respondent.

Comments:

Margaret Armenia: Plenty of detailed pricing information. Only some areas are opaque (value added services) Cyndi Hawk: All

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

products listed are provided Charlie Rosol: Completed all market basket items. No minimums for design and planning services, delivery and installation, and sustainable options. Offer ecommerce system for ordering, communication, etc. Didn't see information about prevailing wage, only the signed document. Need to ask.

Total Score: 92.35

Schoolhouse Products Inc.

Cost Proposal | 0-5 Points | 30 Points (30%)

1.33

Description:

Cost Proposals will be evaluated for responsiveness to the Scope of Work and compliance with submission requirements.

Respondents shall provide a comprehensive cost proposal using the Cost Proposal Workbook provided with this solicitation. The workbook includes multiple tabs representing distinct pricing categories. All pricing shall be clearly itemized, fully burdened, and inclusive of all costs associated with providing the products and services described in the Scope of Work.

Full Market Basket (Excel Attachment)

The complete Market Basket contains all items submitted with this solicitation, including:

- Manufacturer SKU
- Item Description
- Product Category
- Primary Vendor
- Unit of Measure
- Delivered Price (to be completed by respondent)
- Installed Price (to be completed by respondent)

Due to the size and detail of the Market Basket, the full dataset is provided as an **Excel workbook attached**. Vendors must complete the Excel version in full for evaluation and contract award consideration.

Excel Workbook Requirements

- All pricing must be FOB Destination.
- Installed pricing must include labor, equipment, and all related services.
- All lines must be completed unless categorized as “Not Offered,” which must be clearly indicated.

Failure to complete the Market Basket Excel file may result in a reduced score under the Cost Proposal section.

Comments:

Margaret Armenia: completed 16 products in the market basket; catalog discount tab says "Discount applies to current published manufacturer list pricing for standard products only. Freight, delivery, installation, and value-added services are excluded and quoted separately where applicable. Additional project-level discounts may be available for large-volume orders based on total scope." Discounts range from 33-60%. Clear quotes for Design services; delivery & installation; value-added services; freight & admin
Cyndi Hawk: Partial Market Basket provided did not provide attentive products for pricing
Charlie Rosol: Only submitted 16 of the market basket. Offers a variety of manufacturers. Shipping of products based on manufacturer or carrier cost ranges from 3-6% of order. 0-5% for fuel surcharge. admin/coop fee is included in awarded pricing (no additional fees)

Scope and Depth of Offerings | 0-5 Points | 25 Points (25%)

3

Description:

Factors may include percentage discounts, design services offered, delivery and installation options, value added services, company background, relevant experience in both public and private sectors, with an emphasis on demonstrated performance in the public sector, as well as financial stability, distribution capabilities, and the ability to meet sustainability and inclusion objectives, as applicable.

Comments:

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

Margaret Armenia: Website provides catalogs with model #s but no list pricing. Tab 2 provides information of products offered in scope and per product category with represented manufacturers. Discounts off appear generous but true cost of acquisition is opaque without MSRP/list pricing
Cyndi Hawk: Meets the required array of requested manufactures - short term warehouse storage offered
Charlie Rosol: Offers a variety of manufacturers. Primary in Florida, but has Nationwide capabilities.

Delivery and Installation Services | 0-5 Points | 15 Points (15%)

3

Description:

Respondents shall complete the Delivery & Installation tab to describe all associated costs for delivery, assembly, placement, and installation of furniture and related equipment. Pricing shall indicate whether rates are per unit, per project, or percentage-based, and whether services are performed in-house or through subcontracted installers.

Performance on previously awarded contracts for public- and private-sector clients will be considered. Relevant factors may include administrative compliance, cooperative conduct, customer satisfaction, and overall professionalism.

A Respondent's performance and actions under previously awarded contracts to schools, local, state, or federal agencies are relevant in determining whether the Respondent is likely to provide quality Products & Services to Participating Agencies; including the administrative aspects of performance; the Respondent's history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Respondent's businesslike concern for the interests of the customer.

Comments:

Margaret Armenia: Rates offer a percentage range 3-6%; 8-12%; 10-15%; 12-18% of order value. Unclear what triggers the applicable percentage in the range. Cyndi Hawk: Inhouse staff delivery
Charlie Rosol: Shipping of products based on manufacturer or carrier cost ranges from 3-6% of order. 0-5% for fuel surcharge, min. order is \$250, inside delivery is 5-8% of order, delivery & basic assembly 8-12% of order, white glove installation is 10-15% of order, complex installation is 12-18% of order, after hours/weekend is 12-18% of order. In-House and third party installers. 3D renderings.

Technical Proposal | 0-5 Points | 15 Points (15%)

3.33

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

Description:

The Respondent shall provide the information, documentation, forms, and other materials required in the Section N “**Technical Proposal**”).

The selected Vendor's response to this solicitation shall be integrated into and designated as Section N – Technical Proposal of the final contract.

This section is intended for prospective Contractors to outline their relevant experience and capabilities in alignment with the solicitation's requirements. The information provided must be comprehensive and directly address all specified requirements. The information submitted should be organized with priority given to the most important and relevant experience listed first.

Comments:

Margaret Armenia: Sufficient overview of risk management; approach to contract compliance; 90 day marketing plan Cyndi Hawk: meets RFP requirements Charlie Rosol: Has a 90 day plan for Marketing and implementation plan (includes training). Will also participate in conferences. Co-branded press release, direct outreach to existing agencies and new. Assigned a designated account manager, ongoing support, internal review of contract, etc.

Value Added Services | 0-5 Points | 10 Points (10%)

3

Description:

The Value-Added Services tab provides space for Respondents to identify additional services offered at no charge or discounted rates, such as warranty enhancements, repair services, recycling programs, asset tagging, or post-installation support. These services may be considered in the overall value evaluation.

Comments:

Margaret Armenia: Ranges on cost \$25-150 per item per (?); .35-1.25 per lb or \$15-75 per item; \$100-150 per hour; quote per project. Cost could significantly balloon subject to specific cost triggers by manufacturer or by project type. Cyndi Hawk: Recycling and buy-back initiative Charlie Rosol: • Free Design and Layout Services for qualifying furniture projects • On-Site Consultations to support planning, verification, and coordination • 3D Renderings and Visualizations, as applicable • Sample Furniture Programs, subject to

manufacturer availability • Warranty Repair Coordination and Parts Replacement, in accordance with manufacturer warranty terms • Cooperative Marketing Participation in coordination with CoreTrust initiatives • Sustainability Programs, including recycling or buy-back initiatives, when available Complimentary professional development may be included for qualifying orders of \$250,000 or more, subject to defined scope, duration, and availability, and confirmed in writing at the time of quote acceptance or purchase order issuance.

Pricing Information | 0-5 Points | 5 Points (5%)

2.67

Description:

The below details should be taken into consideration when developing any cost proposal in connection with this solicitation and the Cost Proposal.

1. Complete Proposal. It is the responsibility of the Respondent to provide a complete Cost Proposal that includes pricing based on a verifiable pricing methodology for all Products & Services to be considered part of the final Master Agreement offered to the Participating Agencies.
2. Value. Lead Agency requests that Respondents offer Products & Services at lower prices that are scalable and with better value than what they would ordinarily offer to a single government agency, educational institution, or regional cooperative.
3. Maximum Price. Lead Agency requests that pricing be submitted as not-to-exceed. The Respondent may adjust pricing lower if needed but cannot exceed the pricing submitted. Supplier commits the not-to-exceed pricing provided under the Master Agreement pricing is its lowest available (net to buyer) to public agencies nationwide and further commits that if a Participating Agency is eligible for lower pricing through a national, state, regional, or local or cooperative contract, Supplier shall match such lower pricing to that Participating Agency under the Master Agreement.
4. Indefinite Quantity. This solicitation requests pricing for an indefinite quantity of Products & Services.
5. Total Acquisition Cost. The pricing included in the Cost Proposal must be clearly understood, complete, and fully describe the total cost of acquisition (*e.g.*, cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Agency's location).

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

- 6. Prevailing Wage. Supplier and any of its subcontractors agree to comply with all laws regarding prevailing wage rates applicable to construction of public work, and any related federal requirements, including the Davis-Bacon Act, applicable to this solicitation and Participating Agencies.
- 7. Administrative Fee. Pricing provided shall include the administrative fee payable to CoreTrust.
- 8. Descriptions. All line items included in your Cost Proposal should be described by, but not limited to, characteristics such as manufacture name, stock or part number, size, or functionality.
- 9. Discounts. Discounts shall be clearly defined. Pricing with multiple discounts levels based on quantity, sales volume, or any other factor is allowable and must be based on a fixed or defined price or sales range or configuration of Products & Services.
- 10. No Cost-Plus Pricing. Cost-Plus Pricing is not acceptable as the primary pricing methodology for the solutions provided in your Cost Proposal. Cost-Plus Pricing can be defined as adding a markup to the cost of goods or services to arrive at a selling price. Using this pricing methodology is not accepted by Participating Agencies using Federal grant funds to purchase the Products & Services offered by Supplier.

Lead Agency reserves the right to make additional investigations as it deems necessary to establish the capability of any Respondent.

Comments:

Margaret Armenia: Other than the 16 items on the market basket, the supplier website provides catalogs with model #s but no list pricing. Unclear what the discount off list would be, so the total cost of acquisition is opaque. Cyndi Hawk: meets RFP requirements
Charlie Rosol: They don't offer an online, ecommerce system. Admin/coop fee is included in awarded pricing (no additional fees).
Prevailing wage form completed, didn't indicate pricing structure. Catalog discounts range from 8-60%.

Total Score: 50.64

WB Mason

Cost Proposal | 0-5 Points | 30 Points (30%)

1.67

Description:

EVALUATION TABULATION

undefined - School Furniture and Related Services - Best Value Request for Proposal (RFP)

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

Cost Proposals will be evaluated for responsiveness to the Scope of Work and compliance with submission requirements.

Respondents shall provide a comprehensive cost proposal using the Cost Proposal Workbook provided with this solicitation. The workbook includes multiple tabs representing distinct pricing categories. All pricing shall be clearly itemized, fully burdened, and inclusive of all costs associated with providing the products and services described in the Scope of Work.

Full Market Basket (Excel Attachment)

The complete Market Basket contains all items submitted with this solicitation, including:

- Manufacturer SKU
- Item Description
- Product Category
- Primary Vendor
- Unit of Measure
- Delivered Price (to be completed by respondent)
- Installed Price (to be completed by respondent)

Due to the size and detail of the Market Basket, the full dataset is provided as an **Excel workbook attached**. Vendors must complete the Excel version in full for evaluation and contract award consideration.

Excel Workbook Requirements

- All pricing must be FOB Destination.
- Installed pricing must include labor, equipment, and all related services.
- All lines must be completed unless categorized as “Not Offered,” which must be clearly indicated.

Failure to complete the Market Basket Excel file may result in a reduced score under the Cost Proposal section.

Comments:

EVALUATION TABULATION

undefined - School Furniture and Related Services - Best Value Request for Proposal (RFP)

Page 30

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

Margaret Armenia: Provided 481 line items in the market basket. Product category discounts range from 11% to 60.95%; provided flat rates/hourly rates in design; provided % ranges for delivery/install; value-add is opaque Cyndi Hawk: particle items provided Charlie Rosol: Provide 483 market basket items. Catalog discount ranges from 11-60.95% with an average of 35%. Standard delivery is free. Other delivery services range in percentage of project. Can't extend cooperative pricing nationwide.

Scope and Depth of Offerings | 0-5 Points | 25 Points (25%)

2.67

Description:

Factors may include percentage discounts, design services offered, delivery and installation options, value added services, company background, relevant experience in both public and private sectors, with an emphasis on demonstrated performance in the public sector, as well as financial stability, distribution capabilities, and the ability to meet sustainability and inclusion objectives, as applicable.

Comments:

Margaret Armenia: Tab 2 just has logos of manufacturers offered; website link does not work as-provided, had to google it. website has a "gallery" but no catalog of products, descriptions or MSRP Cyndi Hawk: meets - multi manufactures probides Charlie Rosol: Design services are \$80/hr for CAD and full facility design, Initial construction, project management, and post occupancy is \$1000 when applicable. Offer a variety of manufacturers (+/- 20). Regional in only 15 states for distribution. Can't offer cooperative pricing nationwide.

Delivery and Installation Services | 0-5 Points | 15 Points (15%)

2.67

Description:

Respondents shall complete the Delivery & Installation tab to describe all associated costs for delivery, assembly, placement, and installation of furniture and related equipment. Pricing shall indicate whether rates are per unit, per project, or percentage-based, and whether services are performed in-house or through subcontracted installers.

Performance on previously awarded contracts for public- and private-sector clients will be considered. Relevant factors may include administrative compliance, cooperative conduct, customer satisfaction, and overall professionalism.

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

A Respondent’s performance and actions under previously awarded contracts to schools, local, state, or federal agencies are relevant in determining whether the Respondent is likely to provide quality Products & Services to Participating Agencies; including the administrative aspects of performance; the Respondent’s history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Respondent’s businesslike concern for the interests of the customer.

Comments:

Margaret Armenia: rates range from "up to 10%" to up to 60%" of order or per room; unclear what triggers what rate Cyndi Hawk: Delivery manual included - Meets requirements Charlie Rosol: Standard delivery is free. Inside Delivery up to 10%, Delivery and Assembly up to 20%, White glove install up to 30%, Complex installation up to 45%, and after hours/weekend up to 60%. Min order is \$100. Provided outline of installation services (project management). In-House installers. 3D renderings.

Technical Proposal | 0-5 Points | 15 Points (15%)

3.33

Description:

The Respondent shall provide the information, documentation, forms, and other materials required in the Section N “**Technical Proposal**”).

The selected Vendor's response to this solicitation shall be integrated into and designated as Section N – Technical Proposal of the final contract.

This section is intended for prospective Contractors to outline their relevant experience and capabilities in alignment with the solicitation's requirements. The information provided must be comprehensive and directly address all specified requirements. The information submitted should be organized with priority given to the most important and relevant experience listed first.

Comments:

Margaret Armenia: provided driver policy guideline manual, safety information for risk management; COI; fairly detailed marketing plan Cyndi Hawk: Meets RFP requirements Charlie Rosol: Provided 90 day implantation plan, outreach plan with agencies and attend events such as conferences.

Value Added Services | 0-5 Points | 10 Points (10%)

3

Description:

The Value-Added Services tab provides space for Respondents to identify additional services offered at no charge or discounted rates, such as warranty enhancements, repair services, recycling programs, asset tagging, or post-installation support. These services may be considered in the overall value evaluation.

Comments:

Margaret Armenia: quoted on per project basis; three fields have zeroes so it is unclear if included or they don't offer. Cyndi Hawk: spelled out project management services- Charlie Rosol: Provided a variety of sustainability programs with different manufacturers. Provides STEM management for classroom design to optimize space for learning.

Pricing Information | 0-5 Points | 5 Points (5%)

2.83

Description:

The below details should be taken into consideration when developing any cost proposal in connection with this solicitation and the Cost Proposal.

1. Complete Proposal. It is the responsibility of the Respondent to provide a complete Cost Proposal that includes pricing based on a verifiable pricing methodology for all Products & Services to be considered part of the final Master Agreement offered to the Participating Agencies.
2. Value. Lead Agency requests that Respondents offer Products & Services at lower prices that are scalable and with better value than what they would ordinarily offer to a single government agency, educational institution, or regional cooperative.
3. Maximum Price. Lead Agency requests that pricing be submitted as not-to-exceed. The Respondent may adjust pricing lower if needed but cannot exceed the pricing submitted. Supplier commits the not-to-exceed pricing provided under the Master Agreement pricing is its lowest available (net to buyer) to public agencies nationwide and further commits that if a Participating Agency is eligible for lower pricing through a national, state, regional, or local or cooperative contract, Supplier shall match such lower pricing to that Participating Agency under the Master Agreement.

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

4. Indefinite Quantity. This solicitation requests pricing for an indefinite quantity of Products & Services.
5. Total Acquisition Cost. The pricing included in the Cost Proposal must be clearly understood, complete, and fully describe the total cost of acquisition (*e.g.*, cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Agency's location).
6. Prevailing Wage. Supplier and any of its subcontractors agree to comply with all laws regarding prevailing wage rates applicable to construction of public work, and any related federal requirements, including the Davis-Bacon Act, applicable to this solicitation and Participating Agencies.
7. Administrative Fee. Pricing provided shall include the administrative fee payable to CoreTrust.
8. Descriptions. All line items included in your Cost Proposal should be described by, but not limited to, characteristics such as manufacture name, stock or part number, size, or functionality.
9. Discounts. Discounts shall be clearly defined. Pricing with multiple discounts levels based on quantity, sales volume, or any other factor is allowable and must be based on a fixed or defined price or sales range or configuration of Products & Services.
10. No Cost-Plus Pricing. Cost-Plus Pricing is not acceptable as the primary pricing methodology for the solutions provided in your Cost Proposal. Cost-Plus Pricing can be defined as adding a markup to the cost of goods or services to arrive at a selling price. Using this pricing methodology is not accepted by Participating Agencies using Federal grant funds to purchase the Products & Services offered by Supplier.

Lead Agency reserves the right to make additional investigations as it deems necessary to establish the capability of any Respondent.

Comments:

Margaret Armenia: market basket and catalog discounts earn the score; the rest is pretty unclear for the total cost of acquisition
Cyndi Hawk: meets the requirement of RFP
Charlie Rosol: Unable to open ecommerce page. Variety of catalog discounts based on manufacturer. Signed prevailing wage. Warranty on products, sustainability compliance, free design services where applicable.

Total Score: 50.2

VENDOR QUESTIONNAIRE PASS/FAIL

EVALUATION TABULATION

undefined - School Furniture and Related Services - Best Value Request for Proposal (RFP)

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

Question Title	AmTab Manufacturing Corporation	Krueger International, Inc.	Lakeshore Learning Materials, LLC	ODP Business Solutions, LLC	Schoolhouse Products Inc.	WB Mason
Proposal Submittal						
Tab 1 - Cover Letter and General Company Information	Pass					
Tab 2 - Product Offerings	Pass					
Tab 3 - Delivery and Installation	Pass					
Tab 4 - Design and Layout Services	Pass					
Tab 5 - E-Commerce and Technology Capabilities	Pass					
Sustainability and Compliance (As Applicable)	Pass					
Tab 7 - Risk Management	Pass					
Has your company ever defaulted, failed to perform, or been terminated for cause on a government contract within the last five (5) years?	Pass					

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

Question Title	AmTab Manufacturing Corporation	Krueger International, Inc.	Lakeshore Learning Materials, LLC	ODP Business Solutions, LLC	Schoolhouse Products Inc.	WB Mason
As a continuation of Tab 7 - Upload a description of the insurance coverage your firm maintains, including general liability, professional liability, workers' compensation, and any other relevant coverages.	Pass					
As a continuation of Tab 7 - Upload an explanation of how your organization ensures contract compliance across multiple clients or jurisdictions.	Pass					
Tab 8 - Upload of Vendor's Ninety-Day Plan - Immediate Implementation	Pass					
As a continuation of Tab 8 - Upload of Vendor's Ninety-Day Plan - to market the Master Agreement	Pass					

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

Question Title	AmTab Manufacturing Corporation	Krueger International, Inc.	Lakeshore Learning Materials, LLC	ODP Business Solutions, LLC	Schoolhouse Products Inc.	WB Mason
Tab 9 - Cost Proposal Spreadsheet	Pass					
Tab 10 - Value Added Services	Pass					
Tab 11 - References						
REQUIRED FORMS						
Federal Contract Terms and Conditions						
Attachment 1 - New Jersey Ownership Disclosure Form						
Attachment 2 - New Jersey Non-Collusion Affidavit						
Attachment 3 - New Jersey Affirmative Action Affidavit						
New Jersey Mandatory Affirmative Action Language						
Attachment 4 - New Jersey C. 271 Political Contribution Disclosure Form						

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

Question Title	AmTab Manufacturing Corporation	Krueger International, Inc.	Lakeshore Learning Materials, LLC	ODP Business Solutions, LLC	Schoolhouse Products Inc.	WB Mason
Attachment 5 - New Jersey Stockholder Disclosure Certification						
Attachment 6 - New Jersey Certification of Non-Involvement in Prohibited Activities in Iran						
Attachment 7 - New Jersey Business Registration Certificate						
Attachment 8 - New Jersey Certification of Non-Involvement in Prohibited Activities in Russia or Belarus						
Supplier Questionnaire Requirement						
Other Required Information						
Prevailing Wage Requirements and Pricing Clause for Nationwide Cooperative						

EVALUATION TABULATION

undefined - School Furniture and Related Services - Best Value Request for Proposal (RFP)

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

Question Title	AmTab Manufacturing Corporation	Krueger International, Inc.	Lakeshore Learning Materials, LLC	ODP Business Solutions, LLC	Schoolhouse Products Inc.	WB Mason
Master Agreement Acceptance Form						
Please upload your Technical Proposal Response with Required Signatures						
Lead Agency Required Forms						
Sworn Statement Under Florida Statutes						
Drug Free Workplace						
Debarment Form						
Proposer's Statement of Principle Place of Business						
Human Trafficking Form						

PHASE 1

EVALUATORS

Name	Title
Margaret Armenia	Evaluator
Cyndi Hawk	Procurement Consultant

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

Name	Title
Charlie Rosol	Evaluator

EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Cost Proposal	0-5 Points	30 (30% of Total)

Description:

Cost Proposals will be evaluated for responsiveness to the Scope of Work and compliance with submission requirements.

Respondents shall provide a comprehensive cost proposal using the Cost Proposal Workbook provided with this solicitation. The workbook includes multiple tabs representing distinct pricing categories. All pricing shall be clearly itemized, fully burdened, and inclusive of all costs associated with providing the products and services described in the Scope of Work.

Full Market Basket (Excel Attachment)

The complete Market Basket contains all items submitted with this solicitation, including:

- Manufacturer SKU
- Item Description
- Product Category
- Primary Vendor
- Unit of Measure
- Delivered Price (to be completed by respondent)
- Installed Price (to be completed by respondent)

Due to the size and detail of the Market Basket, the full dataset is provided as an **Excel workbook attached**. Vendors must complete the Excel version in full for evaluation and contract award consideration.

Excel Workbook Requirements

- All pricing must be FOB Destination.

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

- Installed pricing must include labor, equipment, and all related services.
- All lines must be completed unless categorized as “Not Offered,” which must be clearly indicated.

Failure to complete the Market Basket Excel file may result in a reduced score under the Cost Proposal section.

Criteria	Scoring Method	Weight (Points)
Scope and Depth of Offerings	0-5 Points	25 (25% of Total)

Description:

Factors may include percentage discounts, design services offered, delivery and installation options, value added services, company background, relevant experience in both public and private sectors, with an emphasis on demonstrated performance in the public sector, as well as financial stability, distribution capabilities, and the ability to meet sustainability and inclusion objectives, as applicable.

Criteria	Scoring Method	Weight (Points)
Delivery and Installation Services	0-5 Points	15 (15% of Total)

Description:

Respondents shall complete the Delivery & Installation tab to describe all associated costs for delivery, assembly, placement, and installation of furniture and related equipment. Pricing shall indicate whether rates are per unit, per project, or percentage-based, and whether services are performed in-house or through subcontracted installers.

Performance on previously awarded contracts for public- and private-sector clients will be considered. Relevant factors may include administrative compliance, cooperative conduct, customer satisfaction, and overall professionalism.

A Respondent’s performance and actions under previously awarded contracts to schools, local, state, or federal agencies are relevant in determining whether the Respondent is likely to provide quality Products & Services to Participating Agencies; including the administrative aspects of performance; the Respondent’s history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Respondent’s businesslike concern for the interests of the customer.

EVALUATION TABULATION

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Criteria	Scoring Method	Weight (Points)
Technical Proposal	0-5 Points	15 (15% of Total)

Description:

The Respondent shall provide the information, documentation, forms, and other materials required in the Section N “**Technical Proposal**”).

The selected Vendor's response to this solicitation shall be integrated into and designated as Section N – Technical Proposal of the final contract.

This section is intended for prospective Contractors to outline their relevant experience and capabilities in alignment with the solicitation's requirements. The information provided must be comprehensive and directly address all specified requirements. The information submitted should be organized with priority given to the most important and relevant experience listed first.

Criteria	Scoring Method	Weight (Points)
Value Added Services	0-5 Points	10 (10% of Total)

Description:

The Value-Added Services tab provides space for Respondents to identify additional services offered at no charge or discounted rates, such as warranty enhancements, repair services, recycling programs, asset tagging, or post-installation support. These services may be considered in the overall value evaluation.

Criteria	Scoring Method	Weight (Points)
Pricing Information	0-5 Points	5 (5% of Total)

Description:

The below details should be taken into consideration when developing any cost proposal in connection with this solicitation and the Cost Proposal.

EVALUATION TABULATION

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

1. Complete Proposal. It is the responsibility of the Respondent to provide a complete Cost Proposal that includes pricing based on a verifiable pricing methodology for all Products & Services to be considered part of the final Master Agreement offered to the Participating Agencies.
2. Value. Lead Agency requests that Respondents offer Products & Services at lower prices that are scalable and with better value than what they would ordinarily offer to a single government agency, educational institution, or regional cooperative.
3. Maximum Price. Lead Agency requests that pricing be submitted as not-to-exceed. The Respondent may adjust pricing lower if needed but cannot exceed the pricing submitted. Supplier commits the not-to-exceed pricing provided under the Master Agreement pricing is its lowest available (net to buyer) to public agencies nationwide and further commits that if a Participating Agency is eligible for lower pricing through a national, state, regional, or local or cooperative contract, Supplier shall match such lower pricing to that Participating Agency under the Master Agreement.
4. Indefinite Quantity. This solicitation requests pricing for an indefinite quantity of Products & Services.
5. Total Acquisition Cost. The pricing included in the Cost Proposal must be clearly understood, complete, and fully describe the total cost of acquisition (*e.g.*, cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Agency's location).
6. Prevailing Wage. Supplier and any of its subcontractors agree to comply with all laws regarding prevailing wage rates applicable to construction of public work, and any related federal requirements, including the Davis-Bacon Act, applicable to this solicitation and Participating Agencies.
7. Administrative Fee. Pricing provided shall include the administrative fee payable to CoreTrust.
8. Descriptions. All line items included in your Cost Proposal should be described by, but not limited to, characteristics such as manufacture name, stock or part number, size, or functionality.
9. Discounts. Discounts shall be clearly defined. Pricing with multiple discounts levels based on quantity, sales volume, or any other factor is allowable and must be based on a fixed or defined price or sales range or configuration of Products & Services.
10. No Cost-Plus Pricing. Cost-Plus Pricing is not acceptable as the primary pricing methodology for the solutions provided in your Cost Proposal. Cost-Plus Pricing can be defined as adding a markup to the cost of goods or services to arrive at a selling price.

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Using this pricing methodology is not accepted by Participating Agencies using Federal grant funds to purchase the Products & Services offered by Supplier.

Lead Agency reserves the right to make additional investigations as it deems necessary to establish the capability of any Respondent.

AGGREGATE SCORES SUMMARY

Vendor	Margaret Armenia	Cyndi Hawk	Charlie Rosol	Total Score (Max Score 100)	Total Average Rank
ODP Business Solutions, LLC	89 (1)	99 (1)	89 (1)	92.33	1
Krueger International, Inc.	66 (2)	42 (6)	56 (2)	54.67	3.33
Schoolhouse Products Inc.	55 (3)	55 (3.5)	42 (4)	50.67	3.5
Lakeshore Learning Materials, LLC	53 (4)	61 (2)	37 (6)	50.33	4
WB Mason	52.5 (5)	55 (3.5)	43 (3)	50.17	3.83
AmTab Manufacturing Corporation	37 (6)	52 (5)	40 (5)	43	5.33

VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Cost Proposal 0-5 Points 30 Points (30%)	Scope and Depth of Offerings 0-5 Points 25 Points (25%)	Delivery and Installation Services 0-5 Points 15 Points (15%)	Technical Proposal 0-5 Points 15 Points (15%)	Value Added Services 0-5 Points 10 Points (10%)	Pricing Information 0-5 Points 5 Points (5%)	Total Score (Max Score 100)
ODP Business Solutions, LLC	5	4.7	4.7	4.3	4	4	92.33

EVALUATION TABULATION

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Vendor	Cost Proposal 0-5 Points 30 Points (30%)	Scope and Depth of Offerings 0-5 Points 25 Points (25%)	Delivery and Installation Services 0-5 Points 15 Points (15%)	Technical Proposal 0-5 Points 15 Points (15%)	Value Added Services 0-5 Points 10 Points (10%)	Pricing Information 0-5 Points 5 Points (5%)	Total Score (Max Score 100)
Krueger International, Inc.	1.8	3.3	3.3	2.3	3.7	2.7	54.67
Schoolhouse Products Inc.	1.3	3	3	3.3	3	2.7	50.67
Lakeshore Learning Materials, LLC	1.3	3	3.3	3	2.7	3	50.33
WB Mason	1.7	2.7	2.7	3.3	3	2.8	50.17
AmTab Manufacturing Corporation	0	2.7	4	3	3.3	2	43

INDIVIDUAL PROPOSAL SCORES

AmTab Manufacturing Corporation

Cost Proposal | 0-5 Points | 30 Points (30%)

Margaret Armenia: 0

Proposer did not complete the market basket. Proposer does not provide List/MSRP via the Cost Proposal or their website. Therefore, there is no reasonable way to evaluate the value of the discount off listed.

Cyndi Hawk: 0

market basket pricing not provided

Charlie Rosol: 0

Didn't complete market basket.

EVALUATION TABULATION

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Scope and Depth of Offerings | 0-5 Points | 25 Points (25%)

Margaret Armenia: 2

Proposer identifies their product categories and discounts, value-added services, delivery and installation options in the Cost Proposal not as submitted in Tab 2

Cyndi Hawk: 4

50% discount on all products offered, In hose design services, extensive public sector

Charlie Rosol: 2

Provided 50% off list price of their own brand but doesn't provide a list of prices per item

Delivery and Installation Services | 0-5 Points | 15 Points (15%)

Margaret Armenia: 5

Percentage-based freight/shipping. No minimum order fee. Admin fee included. Rate-based not to exceed 20% of order for delivery & installation.

Cyndi Hawk: 4

Inhose installation - Delivery will never exceed 20% of the cost of order -

Charlie Rosol: 3

In-house scheduling, delivery and installation. No outsourcing. Didn't indicate which states they cover. In-house installation crew. Measures facility with 360-degree camera for 3D renderings.

Technical Proposal | 0-5 Points | 15 Points (15%)

Margaret Armenia: 1

Proposer offered basic, generalized answers in response. Basic, general overview style responses to risk management and marketing plan.

Cyndi Hawk: 4

many benefits to having made to order, design services, installation, and warrenty of products that the supplier constucts

EVALUATION TABULATION

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Charlie Rosol: 4

Risks are identified during the pre-award review, Identified risks could be cost, delivery, schedule, etc. Risk mitigation is achieved through standardized contract management procedures, clearly defined internal responsibilities, supplier oversight, quality assurance controls, and ongoing performance monitoring. Throughout contract execution, AmTab maintains open communication with customers to address issues promptly, manage changes, and implement corrective actions as needed. Has solid marketing plan.

Value Added Services | 0-5 Points | 10 Points (10%)

Margaret Armenia: 4

While there is no sustainability program offered, there is onsite training, warranty handling, and a 15 yr limited warranty at no cost. Recycling/disposal priced at \$125/per piece

Cyndi Hawk: 3

will recycle, 15 year warranty

Charlie Rosol: 3

Added value through its fully integrated, end-to-end approach, combining in-house design, USA-based manufacturing, dedicated installation teams, and comprehensive logistics support. This vertical integration ensures consistent quality, faster project timelines, and clear accountability at every stage.

Pricing Information | 0-5 Points | 5 Points (5%)

Margaret Armenia: 1

While the Proposer offers a hefty 50% discount off list price across all categories offered, the pricing information does not reflect the total cost of acquisition. Unable to determine NTE contract pricing based on the submission as list prices are not available via Cost Proposal or the Proposer's website.

Cyndi Hawk: 2

would have liked to see the supplier add their product pricing in the market basket as an alternative to comparable items. give 50% off all products offered. Design services are included in pricing. No Retail pricing provided to check

Charlie Rosol: 3

EVALUATION TABULATION

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Didn't provide a market basket, but provided a catalog discount of 50% on their manufactured items. Design Services at no extra cost, delivery and installation is 20% of the total order, removal of old furniture at \$125/piece, no cost for training, extended warranty is 15 years, they don't have a sustainability program but select durable, long lasting material to minimize waste, and shipping is 15% of the order, have ecommerce system,

Krueger International, Inc.

Cost Proposal | 0-5 Points | 30 Points (30%)

Margaret Armenia: 2.5

Supplier entered new lines into the market basket tab to demonstrate their product offerings. Only 60 products were offered in market basket

Cyndi Hawk: 1

60 line items of the market basket provided

Charlie Rosol: 2

KI entered new lines into the market basket and it appears they are substitutes, and they only offered their KI furniture in the market basket for some items, not the entire market basket, 43% off of KI catalog furniture (doesn't offer outdoor and playground furniture, performing arts and music room furniture, and early childhood and preschool furniture), 3% admin fee on all products and services

Scope and Depth of Offerings | 0-5 Points | 25 Points (25%)

Margaret Armenia: 4

Proposer offers 43% discount off list price; proposer links to all product catalogs by category and product line (excluding the outdoor & playground; performing arts & music room; and early childhood & preschool product categories). Offers most design services, delivery & installation factoring 25% stand wage/50% prevailing wage; offers value-added services (many inclusive- some are case-by-case cost basis)

Cyndi Hawk: 3

Meets requirements - Only distributes KI brand products

EVALUATION TABULATION

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Charlie Rosol: 3

Only offered their KI Furniture, doesn't offer outdoor and playground furniture, performing arts and music room furniture, and early childhood and preschool furniture. Appears there are multiple distribution centers and subs throughout the US. plus or minus 35 states, assistance in the removal, repurposing, resale or recycling of used or unneeded products. Nationwide distribution.

Delivery and Installation Services | 0-5 Points | 15 Points (15%)

Margaret Armenia: 4

Standard dock delivery is included; most of the rest is % stand wage & prevailing wage on a per room or % of order basis

Cyndi Hawk: 3

Delivery included only for standard dock delivery

Charlie Rosol: 3

Dock Delivery - 0%, Inside Delivery 25% Stand Wage 50% Prevailing Wage, Delivery/basic assembly 35% Stand Wage 50% Prevailing Wage, White Glove install 35% Stand Wage 50% Prevailing Wage, Complex installation per project, After hours/Weekend 52.5% Stand Wage 100% Prevailing Wage, fuel surcharge of 2.84% of order, freight on products are free, fixed products/installation products freight based on per project. 3D renderings.

Technical Proposal | 0-5 Points | 15 Points (15%)

Margaret Armenia: 3

General step-based risk assessment details; contract compliance via Salesforce

Cyndi Hawk: 1

The supplier has numerous exceptions and stipulations in the contract.

Charlie Rosol: 3

Uses salesforce to manage customer relationships to manage communication and business process. Includes online quotes, pricing, credits, payment, etc., Sales team will work with CoreTrust on appropriate public relations announcement, award, etc., will provide appropriate marketing collateral, etc. within the first 90 days, will make every effort to attend conferences.

Value Added Services | 0-5 Points | 10 Points (10%)

EVALUATION TABULATION

undefined - School Furniture and Related Services - Best Value Request for Proposal (RFP)

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Margaret Armenia: 4

Onsite training and warranty handling is included in costs; most products have a lifetime warranty; disposal/sustainability is costed on a case-by-case basis

Cyndi Hawk: 3

Meets requirement - does not have enhanced services

Charlie Rosol: 4

Extended warranty on products included, recycling furniture -assistance in the removal, repurposing, resale or recycling of used or unneeded products. We can also assist with brokering furniture from other manufacturers., on-site training included, sustainability - offers customers to purchase products with an understanding that needs may change, and customers may need assistance in the removal and resale of product. KI will assist in a buy-back program or can offer to broker product that is no longer needed. The details of service would be based on the product purchased and a program would be tailored at that time.

Pricing Information | 0-5 Points | 5 Points (5%)

Margaret Armenia: 2

The information is available, but it is clunky to navigate due to multiple pricing catalogs. Some of the total cost of acquisition is opaque as some costs are calculated including % of stand/prevaling wage or are figured on a case-by-case basis.

Cyndi Hawk: 3

Meets requirement

Charlie Rosol: 3

Didn't provide pricing for every item in the market basket due to they are only offering their KI furniture and products, offered a catalog discount but varies based on product and services, 3% admin fee,

Lakeshore Learning Materials, LLC

Cost Proposal | 0-5 Points | 30 Points (30%)

Margaret Armenia: 2

EVALUATION TABULATION

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Very few items provided in the market basket. Only offers 5% discount across all product categories, not including sale items.

Cyndi Hawk: 1

Market basket partial response

Charlie Rosol: 1

only provided pricing for 27 of the market basket items, offered 5% off of all catalog categories, Shipping of products are free, Design, Delivery & Installation by Lakeshore is complimentary on orders of \$20,000 or more that ship to a single location

Scope and Depth of Offerings | 0-5 Points | 25 Points (25%)

Margaret Armenia: 3

All design services are complimentary; free standard and inside delivery; offers all product categories; delivery + assembly levels & white-glove install complimentary on orders of \$20k or more, but depending on delivery location additional charges may apply which is unclear. Classroom items quoted appear to be more early-childhood-centric.

Cyndi Hawk: 4

end to end product support - Warehouse product storage

Charlie Rosol: 2

Only offered their Lakeshore products, catalog discount of 5%, all four lines of furniture are made from sustainable wood, heavy plastics, and metals treated with resist wear and tear, no sustainability plan for recycling old furniture, full turnkey approach for services, offers budget tracking on all projects, two national distribution centers in Utah and Kentucky. Nationwide distribution.

Delivery and Installation Services | 0-5 Points | 15 Points (15%)

Margaret Armenia: 3

Free standard and inside delivery. % of room/order or hourly for the rest of the service levels with the following note: Design, Delivery & Installation by Lakeshore is complimentary on orders of \$20,000 or more that ship to a single location in the contiguous United States. Depending on delivery location, additional charges may apply. This service includes: • Unpacking and assembly • Supervised setup in a classroom, a library, a media center or other learning space • Custom labeling and boxing of orders by designated information, such as by classroom or teacher • Supervised verification that all rooms are in ready-to-move-in condition • Debris Removal

EVALUATION TABULATION

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Cyndi Hawk: 4

In-house delivery and installation - Direct Manufactureing

Charlie Rosol: 3

Shipping of products are free, Design, Delivery & Installation by Lakeshore is complimentary on orders of \$20,000 or more that ship to a single location. In-House crew for installation, nationwide. 3D renderings.

Technical Proposal | 0-5 Points | 15 Points (15%)

Margaret Armenia: 3

General overview provided for risk management; training certifications listed for work environments; contract compliance through Salesforce, SQL; capable of setting up automated reports; general information on reporting; COI provided; general marketing information

Cyndi Hawk: 4

E-procurement wedsitw and ordering capability

Charlie Rosol: 2

Will collaborate with CoreTrust in first 90 days and after for marketing the contract, will participate with conferences, turnkey approach

Value Added Services | 0-5 Points | 10 Points (10%)

Margaret Armenia: 2

No extended warranty; no removal, recycling or buy-back program; onsite and warranty handling included

Cyndi Hawk: 4

warehouse store - Design Services

Charlie Rosol: 2

Doesn't offer extended warranties, doesn't offer removal of old furniture, provides onsite training at no cost, doesn't have a buy-back or recycling program.

Pricing Information | 0-5 Points | 5 Points (5%)

EVALUATION TABULATION

undefined - School Furniture and Related Services - Best Value Request for Proposal (RFP)

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Margaret Armenia: 4

Pricing information is fairly clear.

Cyndi Hawk: 3

5% cataloge discount

Charlie Rosol: 2

Only offered their Lakeshore products, didn't mention prevailing wage, didn't mention admin fee, 5% discount of their product line only, only completed 27 of the market basket items, offers online eprocurement website.

ODP Business Solutions, LLC

Cost Proposal | 0-5 Points | 30 Points (30%)

Margaret Armenia: 5

1822 line items completed in the Market Basket exercise; descriptive category discounts, even more granular by manufacturer within each category, ranging from 22.07% to 68.96%; proposer had the greatest overall value

Cyndi Hawk: 5

Nationwide - Location in most continuous US

Charlie Rosol: 5

Provided pricing for all market basket items. Catalog discount varies based on manufacturer. Ranges from +/- 22%-68%. Average is 49%. Standard delivery on products free. Inside delivery, delivery and install, after hours/weekend deliveries are an average 12% of quote. Complex installation delivery/install based on project. Offer +/- 300 manufacturers. ODP uses Workplace Interiors for installation services.

Scope and Depth of Offerings | 0-5 Points | 25 Points (25%)

Margaret Armenia: 5

Offers products across all product categories in scope. Provided a full list of manufacturers in portfolio. Fully offers design, delivery & installation and value-added services

EVALUATION TABULATION

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Cyndi Hawk: 5

comprehensive listing of products available from manufacturers

Charlie Rosol: 4

Average catalog discount is 49%. Varies per manufacturer. ODP has experience both with public and private sectors. They have distribution and installation locations throughout the country. Appears mostly on the east and west coast, followed by locations in the central mid-west, and several in the mountain region. Nationwide Distribution.

Delivery and Installation Services | 0-5 Points | 15 Points (15%)

Margaret Armenia: 5

Standard dock delivery free/included; the rest is 12% of total list average, or quoted on a per-project basis (complex installation only). Tab 3 includes a pin map of ODP locations and installation network.

Cyndi Hawk: 5

delivery - clear understanding of the national need

Charlie Rosol: 4

Standard delivery on products free. Inside delivery, delivery and install, after hours/weekend deliveries are an average 12% of quote. Complex installation delivery/install based on project. Over 400 installers (may use subs). Design services outside scope is \$85/hr. In-House crew for installation, nationwide. 3D renderings.

Technical Proposal | 0-5 Points | 15 Points (15%)

Margaret Armenia: 3

COI provided; very general information provided on risk management; decent overview of the marketing plan

Cyndi Hawk: 5

detailed overview of all areas required in RFP

Charlie Rosol: 5

ODP leadership endorsement and sponsorship of award after 10 days of award. Training and education of supplier's national sales force with participation from leadership team along side CoreTrust within the first 90 days. ODP uses a system called HighSpot that will help train and offer materials to all reps. Upon award of the contract, ODP Business Solutions has a detailed 90-day plan to market

EVALUATION TABULATION

undefined - School Furniture and Related Services - Best Value Request for Proposal (RFP)

EVALUATION TABULATION

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

the contract to all participating Public Agencies, both existing agencies as well as customers who are not yet cooperative members. ODP Business Solutions has implemented new tools for Public Sector reps to access collateral and sales related materials. Will attend and market at conferences.

Value Added Services | 0-5 Points | 10 Points (10%)

Margaret Armenia: 3

All value-added services offered but pricing is fairly opaque (to be quoted, TBD)

Cyndi Hawk: 5

Recycle program - Sustainability program

Charlie Rosol: 4

Workspace Interiors guarantees all of the products sold. Should the end user encounter manufacturer warranty issues, Workspace Interiors will work on end user's behalf to complete prompt repair or replacement of furniture with the manufacturer. Errors and damages that occur as a result of a Workspace Interiors error will be handled promptly through repair or return and replacement of the product. Reference our Warranty Flow chart which illustrates our detailed process for fulfilling warranty claims on products sold through Workspace Interiors. Have partnerships with various company's dedicated to repurposing surplus furniture, fixtures and equipment—is just one more demonstration of how Workspace Interiors is dedicated to sustainability. If your project includes a surplus, ask us how we can connect you to this amazing program.

Pricing Information | 0-5 Points | 5 Points (5%)

Margaret Armenia: 4

Plenty of detailed pricing information. Only some areas are opaque (value added services)

Cyndi Hawk: 4

All products listed are provided

Charlie Rosol: 4

Completed all market basket items. No minimums for design and planning services, delivery and installation, and sustainable options. Offer ecommerce system for ordering, communication, etc. Didn't see information about prevailing wage, only the signed document. Need to ask.

Schoolhouse Products Inc.

Cost Proposal | 0-5 Points | 30 Points (30%)

Margaret Armenia: 2

completed 16 products in the market basket; catalog discount tab says "Discount applies to current published manufacturer list pricing for standard products only. Freight, delivery, installation, and value-added services are excluded and quoted separately where applicable. Additional project-level discounts may be available for large-volume orders based on total scope." Discounts range from 33-60%. Clear quotes for Design services; delivery & installation; value-added services; freight & admin

Cyndi Hawk: 1

Partial Market Basket provided did not provide attentive products for pricing

Charlie Rosol: 1

Only submitted 16 of the market basket. Offers a variety of manufacturers. Shipping of products based on manufacturer or carrier cost ranges from 3-6% of order. 0-5% for fuel surcharge. admin/coop fee is included in awarded pricing (no additional fees)

Scope and Depth of Offerings | 0-5 Points | 25 Points (25%)

Margaret Armenia: 3

Website provides catalogs with model #s but no list pricing. Tab 2 provides information of products offered in scope and per product category with represented manufacturers. Discounts off appear generous but true cost of acquisition is opaque without MSRP/list pricing

Cyndi Hawk: 4

Meets the required array of requested manufactures - short term warehouse storage offered

Charlie Rosol: 2

Offers a variety of manufacturers. Primary in Florida, but has Nationwide capabilities.

Delivery and Installation Services | 0-5 Points | 15 Points (15%)

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Margaret Armenia: 3

Rates offer a percentage range 3-6%; 8-12%; 10-15%; 12-18% of order value. Unclear what triggers the applicable percentage in the range.

Cyndi Hawk: 3

Inhouse staff delivery

Charlie Rosol: 3

Shipping of products based on manufacturer or carrier cost ranges from 3-6% of order. 0-5% for fuel surcharge, min. order is \$250, inside delivery is 5-8% of order, delivery & basic assembly 8-12% of order, white glove installation is 10-15% of order, complex installation is 12-18% of order, after hours/weekend is 12-18% of order. In-House and third party installers. 3D renderings.

Technical Proposal | 0-5 Points | 15 Points (15%)

Margaret Armenia: 4

Sufficient overview of risk management; approach to contract compliance; 90 day marketing plan

Cyndi Hawk: 3

meets RFP requirements

Charlie Rosol: 3

Has a 90 day plan for Marketing and implementation plan (includes training). Will also participate in conferences. Co-branded press release, direct outreach to existing agencies and new. Assigned a designated account manager, ongoing support, internal review of contract, etc.

Value Added Services | 0-5 Points | 10 Points (10%)

Margaret Armenia: 2

Ranges on cost \$25-150 per item per (?); .35-1.25 per lb or \$15-75 per item; \$100-150 per hour; quote per project. Cost could significantly balloon subject to specific cost triggers by manufacturer or by project type.

Cyndi Hawk: 4

Recycling and buy-back initiative

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Charlie Rosol: 3

• Free Design and Layout Services for qualifying furniture projects • On-Site Consultations to support planning, verification, and coordination • 3D Renderings and Visualizations, as applicable • Sample Furniture Programs, subject to manufacturer availability • Warranty Repair Coordination and Parts Replacement, in accordance with manufacturer warranty terms • Cooperative Marketing Participation in coordination with CoreTrust initiatives • Sustainability Programs, including recycling or buy-back initiatives, when available Complimentary professional development may be included for qualifying orders of \$250,000 or more, subject to defined scope, duration, and availability, and confirmed in writing at the time of quote acceptance or purchase order issuance.

Pricing Information | 0-5 Points | 5 Points (5%)

Margaret Armenia: 3

Other than the 16 items on the market basket, the supplier website provides catalogs with model #s but no list pricing. Unclear what the discount off list would be, so the total cost of acquisition is opaque.

Cyndi Hawk: 3

meets RFP requirements

Charlie Rosol: 2

They don't offer an online, ecommerce system. Admin/coop fee is included in awarded pricing (no additional fees). Prevailing wage form completed, didn't indicate pricing structure. Catalog discounts range from 8-60%.

WB Mason

Cost Proposal | 0-5 Points | 30 Points (30%)

Margaret Armenia: 3

Provided 481 line items in the market basket. Product category discounts range from 11% to 60.95%; provided flat rates/hourly rates in design; provided % ranges for delivery/install; value-add is opaque

Cyndi Hawk: 1

particle items provided

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School Furniture and Related Services - Best Value Request for Proposal (RFP)

Charlie Rosol: 1

Provide 483 market basket items. Catalog discount ranges from 11-60.95% with an average of 35%. Standard delivery is free. Other delivery services range in percentage of project. Can't extend cooperative pricing nationwide.

Scope and Depth of Offerings | 0-5 Points | 25 Points (25%)

Margaret Armenia: 2

Tab 2 just has logos of manufacturers offered; website link does not work as-provided, had to google it. website has a "gallery" but no catalog of products, descriptions or MSRP

Cyndi Hawk: 4

meets - multi manufactures probides

Charlie Rosol: 2

Design services are \$80/hr for CAD and full facility design, Initial construction, project management, and post occupancy is \$1000 when applicable. Offer a variety of manufacturers (+/- 20). Regional in only 15 states for distribution. Can't offer cooperative pricing nationwide.

Delivery and Installation Services | 0-5 Points | 15 Points (15%)

Margaret Armenia: 2

rates range from "up to 10%" to up to 60%" of order or per room; unclear what triggers what rate

Cyndi Hawk: 3

Delivery manual included - Meets requirements

Charlie Rosol: 3

Standard delivery is free. Inside Delivery up to 10%, Delivery and Assembly up to 20%, White glove install up to 30%, Complex installation up to 45%, and after hours/weekend up to 60%. Min order is \$100. Provided outline of installation services (project management). In-House installers. 3D renderings.

Technical Proposal | 0-5 Points | 15 Points (15%)

Margaret Armenia: 4

EVALUATION TABULATION

undefined - School Furniture and Related Services - Best Value Request for Proposal (RFP)

EVALUATION TABULATION

RFP No. 25-JB-076

School Furniture and Related Services - Best Value Request for Proposal (RFP)

provided driver policy guideline manual, safety information for risk management; COI; fairly detailed marketing plan

Cyndi Hawk: 3

Meets RFP requirements

Charlie Rosol: 3

Provided 90 day implantation plan, outreach plan with agencies and attend events such as conferences.

Value Added Services | 0-5 Points | 10 Points (10%)

Margaret Armenia: 2

quoted on per project basis; three fields have zeroes so it is unclear if included or they don't offer.

Cyndi Hawk: 4

spelled out project management services-

Charlie Rosol: 3

Provided a variety of sustainability programs with different manufacturers. Provides STEM management for classroom design to optimize space for learning.

Pricing Information | 0-5 Points | 5 Points (5%)

Margaret Armenia: 2.5

market basket and catalog discounts earn the score; the rest is pretty unclear for the total cost of acquisition

Cyndi Hawk: 3

meets te requirment of RFP

Charlie Rosol: 3

Unable to open ecommerce page. Variety of catalog discounts based on manufacturer. Signed prevailing wage. Warranty on products, sustainability compliance, free design services where applicable.