



COMMERCIAL FLOOR COVERINGS
Executive Summary

Lead Agency: Region 4 Education Service Center **Solicitation:** RFP #17-17
RFP Issued: September 9, 2017 **Pre-Proposal Date:** N/A
Response Due Date: October 12, 2017 **Proposals Received:** 5

Awarded to: Continental Flooring Company

The Board of Directors of Region 4 Education Service Center (ESC), with the assistance of The Cooperative Purchasing Network (TCPN), issued RFP 17-17 for Commercial Floor Coverings on September 9, 2017, to establish a national cooperative contract for Commercial Floor Coverings.

National Cooperative language was included in the RFP: Section A. Introduction, I. Background and Region 4 Education Service Center. It states:

“Region 4 Education Service Center (“Region 4 ESC” herein “Lead Public Agency”) on behalf of itself and all state, local governments, school districts, and higher education institutions in the United States of America, and other governmental agencies and non-profit organizations (herein “Participating Agencies”) solicits proposal from qualified Offerors to enter into a Vendor Contract (“Contract”) for the goods or services solicited in this proposal.”

“Contracts are approved and awarded by a single governmental entity, Region 4 ESC, and are only available for use and benefit of all entities complying with state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities). These types of contracts are commonly referred to as being “piggybackable.”

“Region 4 ESC’s purchasing cooperative was established in 1997 to increase their economic and operational efficiency. The purchasing cooperative has since evolved into a National Cooperative used to assist other government and public entities increase their economical and operational efficiency when procuring goods and services.”

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 ESC website
- National IPA website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA

- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- South Carolina website/newsletter (get from Chris White)
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On October 12, 2017 proposals were received from the following offerors:

- Continental Flooring Company
- J & J Flooring Group, LLC
- Mohawk Carpet Distribution, Inc.
- Tandus Certiva US LLC (Tarkett)
- Westco Ventures LLC

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP. The committee elected to recommend an award to Continental Flooring Company who submitted competitive pricing and product ranges.

On Tuesday, February 27, 2018, the Board of Directors of Region 4 Education Service Center (ESC) approved the Commercial Floor Coverings.

The Board of Directors of Region 4 Education Service Center executed the agreement with a contract effective date of July 1, 2018.

Contract highlights:

- Personalized professional service
- Two (2) year labor warranty
- One stop shop - wide range of product manufacturers
- Nationwide installation capabilities
- Customer service 7am-5pm (PST/MST)
- Commitment to excellence

Term:

Initial three (3) year agreement from July 1, 2018 through June 30, 2021 with the option to renew for two (2) additional one-year periods through June 30, 2023

Pricing/Discount:

Up to 18.5% off list price

National IPA Web Landing Pages:

<http://www.nationalipa.org/Vendors/Pages/ContinetnalFlooringCompany.aspx>