

Post Web Conference - Consolidated Questions for Proposers

These questions have been consolidated and answer for your convenience. Please note these answers are subject to revision/correction or clarification, if deemed necessary by the UC.

1. Please clarify if you do want the installation rates to be Prevailing Wage or not. There are various locations in the bid on both the National portion and the UC portion that ask for both rates or for the vendor to choose.
Answer: A general answer would be, the rates requested are standard rates, unless prevailing wage is required for a portion of the installation (e.g. a portion of the Sample Project Pricing). In the case of the Sample Project, you are provided a specific location and situation for the purpose of developing your quote and providing invoicing which details labor/services with hours and rates charged. Within Tabs 1 & 2 of Attachment 2, you are asked to provide the Standard Dealer Labor Rate and the portion which is a markup)
2. What are your expectations of design and installation fees when purchasing through eCommerce site?
Answer: Please refer to Question 51.
3. The RFP includes the Five UC Medical Centers. How will this new contract impact the use of Vizient? Is it the UC's intention that medical centers will purchase under this new contract? If both contracts will be available, can you explain how this will work? **Answer:** The current contract is available to all UC locations. The new contracts will mirror that. There is no mandated use.
4. Are we able to provide attachments to questions where the attachment link does not exist? **Answer:** As a general answer (w/o specific question #s), we have allowed attachments on many questions, although we desire to receive the least amount of supplemental material (succinct narrative answers should be provided). For some questions, we have allowed for that option, as attachments are not desired. If you feel there is an error, please contact me with specific question noted. If you feel an attachment must be added, you may reference it and add to supplier attachments.
5. Discount tier...says first tier is \$100-350K, second tier is +\$350K. Should that first tier read \$0-350K?
Answer: Your Drop ship Pricing is considered to be your first tier discount Rate. We consider orders of 100k or greater to be higher volume purchases.
6. On p. 15, fourth bullet from the top on the RFP Event document, it states the UC would like "A 'program' for regularly monitoring and comparing UC pricing with pricing available from competitors in the Univ of CA market (UC Specific.)" What specifically are you asking a proposer to provide to the UC System? **Answer:** An example of relevant information would be a comparative report (competitive suppliers increases for that year), done after your company has implemented a price increase. A second would include increases in product available to the UC (meets requirements).
7. On page 15 of the RFP Events & Processes doc, can you please clarify with more specifics what is meant by "catalog development with price discount list noting period of time needed to identify the lines that align UC requirements on the pricing discount list", Are you wanting a custom catalog of products that meet UC requirements showing sample list and net prices for users? Is this catalog to be virtual, printed, or both?
Answer: In terms of implementation, this should be a virtual catalog (ready by October 2020) for UC approved product, along with a 'printable' discount list (basically your completed Tab 1 & 2 of Attachment 2). The discount list for a national program, would detail all available product lines. For the UC, a product line would be eliminated if the full line does not qualify; otherwise it too, would be listed for purposes of showing the appropriate discount.
8. OMNIA Exhibit A, P.5 | 2.3 Sales Commitment: Please confirm that a Company making good faith efforts to market this Master Agreement will cover the sales commitment requirement in this section. **Answer:** Yes
9. OMNIA Exhibit A, P.8 | 3.3 Marketing and Sales M: Please confirm that we are not required to commit to a "Guaranteed Contract Sales" and that admin fees will be based on contract sales in this instance. **Answer:** Correct, you are not committed.
10. OMNIA Exhibit B, P.3 | National Promotion 10: As a National Furniture Supplier, it is not our standard practice to distribute copies of our contracts. Please confirm that maintaining all relevant contract information on our dedicated website such as authorized dealers, pricing, products available, etc. will suffice in lieu of distributing a copy of the actual contract. **Answer:** This will be consider a public contract when a supplier responds with a proposal. Authorized Dealers Pricing and products available, do not have to be posted to the OMNIA Partner's site, but will be available to agencies requesting information.

11. OMNIA Exhibit B, P.3 | Administrative Fee, Reporting, & Payment 13: We would kindly ask you to reconsider the deadline for payment within 10 business days of the appropriate month end. With the report itself being due by the 10th day, please consider extending the receipt of payment on this report until the 30th day. [Please provide 'Exceptions' to the document with your response.](#)
12. Terms and Conditions of Purchase, P. 9 | Article 19 – Audit Requirements: Please confirm that before an audit occurs, the Company will receive reasonable notice. [Please provide 'Exceptions' to the document with your response.](#)
13. Terms and Conditions of Purchase, P. 1 | Article 2 – Term and Termination: Please confirm UC's right to obtain Services from a third party is limited to comparable Services, the UC's right to deduct any and all expenses incurred by the UC in obtaining or performing the comparable Services is limited to reasonable expenses, and the Supplier has an opportunity to cure before any re-procurement occurs.–[Please provide 'Exceptions' to the document with your response.](#)
14. Terms and Conditions of Purchase, P. 1 | Article 2 – Term and Termination C.: Please confirm full compensation as outlined includes work in progress and the Supplier has a reasonable opportunity to cure prior to termination notice. [Please provide 'Exceptions' to the document with your response.](#)
15. Terms and Conditions of Purchase, P. 1 | Article 2 – Term and Termination D: We kindly request that you provide at least (10) business days to the Supplier to cure any failure of performance. [Please provide 'Exceptions' to the document with your response.](#)
16. RFP P.14 | V. Termination of Agreement: Please confirm that such termination for convenience rights are given to either party, or not just UC. [Answer: A Proposer is afforded termination based on cause. Please provide your request as an 'Exception' to the document with your response.](#)
17. RFP P.4 | Article 8 – Indemnity - Please confirm indemnification is limited to the Supplier's negligent actions. [Please provide 'Exceptions' to the document with your response.](#)
18. Terms & Conditions P.8 | Article 17 – Additional Terms Applicable to the Furnishing of Goods A. Price Decreases –Please confirm a price decrease only applies to the extent that the manufacturer's nationally publicized list price decreases. [Answer: In terms of the pricing model for this RFP, that would be correct except in the cases of surcharges applied for tariffs, as discussed in the RFP. A supplier should note however, it is the UC's expectation that decreases in cost to a supplier, will translate to a decrease in cost for the UC/end users. Suppliers are encouraged to discuss \(in the questionnaire\) their processes that ensure best pricing/best value throughout a contract.](#)
19. RFP P.18 | Surcharges and/or Tariffs: Please confirm price adjustments resulting from tariffs that result in a new price list to incorporate the tariff impact will be accepted outside of the standard annual increase window. [Answer: Substantiated tariff surcharges are accepted outside standard Pricelist increases. Tariffs, incorporated as a product price increase, are not easily removed and not desirable.](#)
20. Special Products: In order to meet the unique needs of an end user, we have the ability to customize many of our products. These customized products are referred to as 'specials'. These specials are defined as modifications to existing products that will still maintain the primary product function and warranty. For example, if an end user requires a bookcase that needs five shelves instead of four. Specials are uniquely priced based upon the requested modification; as such, the list prices and model numbers of the specials are not published in our catalog or our list pricer. Please clarify if we can offer this 'specials' program upon contract award. [Answer: Yes](#)
21. Non-Contract Items: Please confirm that non-contract items can be placed on the same purchase order as contract items as long as they are clearly defined as not on contract. [Answer: Clarification is needed in order to answer this question.](#)
22. Subcontractors: Please confirm that subcontractors can be added to the contract at any time without approval from the State. [Answer: This is not a State Contract. Suppliers are however, required to list their dealers for approval, as part of this process. Any changes to that list for UC service, would need to be vetted.](#)
23. RFP P.2 | B. Contract Term: Please confirm that any renewal options exercised will be based on mutual written agreement between both parties. [Answer: Correct](#)
24. RFP P.11 |O. Pricing and Incentives #4: Please confirm if the 2% rebate is based on product only to UC locations or products and services. [Answer: Correct](#)

25. RFP P.11 | O. Pricing and Incentives #4: Please confirm at time of award, it will be decided which campuses will accept the admin fee and which ones will opt out. [Answer: Any campus wishing to apply the 2% UC specific rebate to apply to purchases, will be named.](#)
26. RFP P.17 | 2. Product and Pricing – Parts Sales: Please confirm if Manufacturer offers lifetime warranty, minimizing the need to order non-warranty repair parts, it is acceptable for such parts to be priced on a case-by-case basis by Manufacturer's representative? [Answer: A supplier should establish a discount off list for repair parts \(Attachment 2 – Tabs 1& 2\). A request for an 'Exception' can then be requested.](#)
27. RFP P.20 | 5. Services – Response Times: Please confirm Supplier's standard restocking fees apply when returns are at no fault of Manufacturer. [Answer: Correct](#)
28. Please confirm that if furniture dimensions are directionally accurate, they will be considered acceptable. [Clarification is needed, before answering this question.](#)
29. Page 17 – 2. Product and Pricing | New and Discontinued Products: Please confirm that new model numbers introduced under an existing product series and awarded category can be added to the contract at any time without approval. [Answer: Yes, for a national program. For UC accounts, items may be added if they meet minimum requirements.](#)
30. RFP P.28 | Minimum Required Criteria: On page 28, should 1-3 at the bottom of the page be numbered 3-5? If not, could you confirm what requirements are b (1-5)? [Answer: Yes and the top item on page 26 should be '6.' This is a formatting error.](#)
31. Attachment 2: Please confirm what is desired by your "quality level." As a Manufacturer of contract grade office furniture, we consider all of our products to be of high quality. Please confirm this description is used to describe materiality and available features and benefits. [Answer: Items descriptions on Tab 3, include an example of the quality level of the item being currently used. It is a brand and product line. This is done so you might rate your item relative to that being used.](#)
32. Attachment 2: Please confirm that a minimum delivery requirement can be enforced for installations in remote areas. [Answer: A minimum delivery requirement is not acceptable for the UC accounts, although an added fee \(dealer only\) may apply for remote satellite locations as discussed in question 51. A minimum delivery requirement may be negotiated for national program. A supplier should list this requirement on an exceptions document.](#)
33. Attachment 2: Please confirm if a percentage or an hourly rate is preferred? If so, can you mix the usage considering circumstances such as prevailing wage, union labor, delivery restrictions in major metropolitan markets? [Answer: Product category discounts \(Tabs 1 & 2\) are listed as percentages. Labor is requested as NTE hourly rates. Please note Dealer Standard Labor Rate and the portion which is 'markup' \(amount over actual amount paid to the laborer\).](#)
34. Attachment 2. Why are there two tabs for pricing? One for National and one for UC --- shouldn't the discounting be the same on both? [Answer: A supplier may quote the same for both sets of business, however a separation is provided to suppliers when considering the scope. UC specifications and required service levels, along with a regionally consolidated purchasing base, makes the UC different from a national program.](#)
35. Attachment 2 - Please confirm inside delivery is off-loading from the truck by the driver over the threshold of the dock door/entryway. [Answer: As it pertains to a national program, it is defined in Tab 1 of Attachment 2 and is presumably limited to a 'drop area' in close proximity to the truck and dock. This might be slightly further than 'over the threshold' but in close proximity to it.](#)
36. Attachment 2 - Please confirm inside delivery on is not being requested by UC. This is included on the UC tab but not the National tab. [Answer: Correct, your definitions are provided on those Tabs, with full service requirements described on Exhibits 2 & 3 of the RFP.](#)
37. Attachment 2: In what instances would installation be quoted at an hourly rate rather than using the established delivered/installed basic or expanded discounts? Would it be more simplified to remove the required delivered/installed discounts and then offer an hourly rate for basic or expanded services? [Answer: An example would be a campus that is having product drop shipped to location but desires a limited amount of design work and/or limited hours of installation. Another would be a purchase with basic installation but a need for 2 hours of design or drawings. Certain locations have different needs and preferences.](#)

38. RFP P.9 | Proposal Evaluation and Agreement Award #2 Please confirm how these 5 points will be weighted and awarded. [Answer: Weights for the categories listed on that page in order of importance, are: 30%, 23%, 17%, 16%, 14% \(respectively\).](#)
39. Exhibit 6 – UC Reporting Requirements: We would kindly ask you to reconsider the deadline for reporting within 15 business days of the quarter end to 30 business days. [Answer: A Supplier should note items of this nature, list them as ‘Exceptions’ and uploaded with their proposal.](#)
40. Exhibit 6 – UC Reporting Requirements: With sustainability requirements being provided at the time of bid for all products proposed, can the requirements of weight thru textile certification name and achievement level be removed and provided as requested? This information is all manual and would require extensive efforts to pull together each quarter. [Answer: The UC intends to work with awarded suppliers and adjust requirements as needed during negotiations, provided the UC goal can still be met; a purchasing program for qualified furniture and the generation of an annual report containing accurate data as to our Green Spend and Green Preferred requirements. If a supplier can demonstrate all products offered to the UC, meet our minimum or preferred requirements and can block all product that does not, this may suffice to meet the requested reporting. Having said this, a supplier should note the UC currently deems it a reasonable requirement, to request that product certifications \(names/types\) be tracked. GUIDANCE: Suppliers should note any limitations/lack of capabilities to provide information for all fields requested. These should be listed as ‘Exceptions’ and uploaded with their proposal.](#)
41. Exhibit 6 – UC Reporting Requirements - Please confirm if the Customer Number is a UC member number or OMNIA number? [Answer: This is for UC, therefore a UC number.](#)
42. Our company is actively working toward phasing out expanded polystyrene foam and other materials that are difficult to recycle, but will not meet this by 2020. Please confirm that taking back the product packaging, including any foam materials, will that meet the ban on EPS foam that the University of California has enacted? [Answer: A takeback program, in and of itself, will not satisfy the EPS ban. It is, however, pertinent information to assist in supporting an exemption request.](#)
43. Within the UC RFP on pages 27 and 28, there is conflicting guidance surrounding PVC (Poly Vinyl Chloride). The UC Sustainable Procurement Guidelines references the Kaiser Permanente Chemicals of Concern criteria, which does not allow any PVC, while the section on Furniture Sustainability Standard, referencing the BIFMA e3-2019 7.4.4 criteria and part b’s chemical class avoidance, and allows for up to 1% PVC by weight. Please confirm that up to 1% PVC composition by weight is acceptable. [Answer: 1% PVC compositions by weight is acceptable. Please refer to Question 55.](#)
44. Specials - In order to meet the unique needs of an end user, we can customize many of our products. These customized products are referred to as “specials.” These specials are defined as modifications to existing products that will still maintain the primary product function and warranty. For example, if an end user requires a bookcase that needs five shelves instead of four. [Answer: yes](#)
45. DUPLICATION – Line reserved
46. Is it mandatory that all awardees join EcoVadis? We currently belong to a similar organization that does essentially what EcoVadis does. Also it’s my understanding that EcoVadis also reviews hiring practices, employee work environments, etc.... The United State Department of Labor already has requirements that every US Company must comply with so this particular service seems un-necessary. [Answer: At this time, it remains a requirement. A supplier may however, demonstrate the ‘equality’ of their service during the negotiation of any contract. It would then be reviewed by our Sustainability Committee.](#)
47. Section 2 - Specifications or Requirements, under Subsection "eCommerce, Invoicing, and Settlement": Are we able to host the UC online catalog on our website instead of hosting it on the UC eCommerce System? [Answer: A punch-out catalog would be hosted on the supplier's website, but would be integrated with the UC eCommerce system where the purchasing will actually happen. We do not want end-users shopping and purchasing directly on a supplier's website.](#)
48. Are manufacturers able to offer their own tiers for pricing? [Answer: We request you utilize the Tiers provided. Alterations may be permitted during negotiations, if added value can be demonstrated.](#)
49. Section K - Proposal Evaluation and Agreement Award, Clause 7: This RFP clause states that "The UC reserves the right to negotiate the modification of proposed pricings and/or terms and conditions with the Proposer offering the best value to the UC prior to the execution of an Agreement. Does this clause suggest that a single furniture Award may be made to a single manufacturer, in contrast to the stated intent of Page 1

of the "RFP EVENT AND PROCESS SUMMARY" to "award approximately three (3) "Broad Line" Manufacturers? If so, is it possible that in the case of a single UC award that multiple "National" awards may still be issued? **Answer:** It is the intent of the UC to make multiple awards, as stated, although the UC does reserve certain protective rights (e.g. 'to make no award') within solicitations (see 1.K.6).

- 50.** Section P - No Mandatory Use: This RFP clause states that "any procurement that is part of a construction "project" (as that term is defined in California Public Contract Code section 10500) CANNOT be made under any contract resulting from this RFP". A review of Cal PCC 10500 notes that "a "project" includes the erection, construction, alteration, repair, or improvement of any University of California structure, building, road, or other improvement that will exceed in cost, including labor and materials, a total of fifty thousand dollars (\$50,000). Does this clause indicate that if there is a furniture procurement associated with a UC building project of >\$50K, as described, the furniture purchase would be required to be separately bid? **Answer:** No, this dollar threshold, by itself, does not dictate the method of purchase. These contracts can and will, be used for large purchases. To the extent possible, they are awarded to prevent the need for all large volume orders to be separately bid.
- 51.** Appendix - ecommerce (p.2) states "All Supplier-provided pricing in any Catalogs, whether Hosted or Punch-Out, will be inclusive of all shipping, handling, fees and charges of any sort, except applicable taxes." Can you clarify what is inclusive in handling, fees and charges? (For example, does handling include installation?) Final price is dependent on many variables such as, service level, tier, building access, time of installation, etc. **Answer:** Our ecommerce sites are built for product viewing/product purchases, which in this case, are displayed at the 'Drop Ship' Discount Pricing'. All Design, Installation, or other service charges are requested separately by quote which typically includes the requested product (in detail). Currently, these final quotes are then made available to the customer through our 'Quote Retrieval' functionality which is a requirement of this RFP (within 18 months of contracts start date). Quotes are 'retrieved' from the supplier's punch-out site, to auto-populate a UC purchase order. Any quotation would include detail for products (list price & discounted price), separate lines for services, installation (identify standard labor separate from prevailing wage) if applicable), and taxes. Labor detail will note hours billed and labor rate for services. Note: The labor differential (Dealer Labor Rate vs. actual labor rate paid to employee), should be available to customer at any time). In the case of furniture, an example of an added handling fee might be a charge applied for a dealer delivery to a remote UC satellite location that is out of the contracted delivery radius of the Dealer's warehouse (minimum of 50 miles).
- 52.** What will be your centralized eCommerce platform and when is that likely to take place? **Answer:** There is not currently a plan for a centralized eCommerce platform across all of the UC campuses. There is a shared platform (uBuy) that hosts UC Davis' and UC Merced's eProcurement systems. Some, but not all, of the campuses plan to migrate to this uBuy platform in the future. In terms of platform vendors, the UC Campuses currently use Jaggaer and Perfect Commerce, with some campuses looking at moving to Oracle Fusion.
- 53.** RFP event and process summary states "If a Proposer has Partner Lines of product which they are able to offer within their catalog and under the same terms and conditions (including price controls/price changes, dealers used/services, inclusion in proposer's eCommerce catalog, and management by the "Supplier"), a Proposer may include those offerings within Attachment #2, on the Discount Service Pricing Tabs (1&2). Partner Lines must be identified as such and may not be used to populate the Product Cost Matrix (Tab 3) or for the Sample Project Quote unless approval is granted by the Contract Administrator at least one week prior to submission." Can you define what qualifies as a partner line (are subsidiaries considered a partner line)? **Answer:** Partner lines frequently, are not subsidiaries. They are separate companies, not owned by the proposer, but with whom the manufacturer has agreements to market product which is not manufactured by them. In order to include Partner lines on Tabs 1 & 2 of Attachment 2, the Partner lines must meet the stated criteria (Scope of work - Goods). Subsidiaries, over which the Proposer (individual manufacturer) has control, do qualify and may qualify for actual population of the Product Cost Matrix, if meeting the criteria in Scope of Work). As a reminder, a Proposer is an individual manufacturer.
- 54.** Please confirm, that as it relates to Partner Brands, brands are considered one if they fall under the same President. **Answer:** Noting companies may be structured differently, please refer to question 53.
- 55.** If awarded a contract, is the requirement to meet the 2 criteria mentioned in the Sustainable Procurement Guidelines or Kaiser Permanente's EPP? On page 11 of the Sustainable Procurement Guidelines

(https://www.ucop.edu/procurement-services/_files/sustainableprocurementguidelines.pdf) the required Indoor Furniture requirements are GREENGUARD Gold or SCS Indoor Advantage Gold and Free of the 6 classes of chemicals of concern. On page 26 of the RFP EVENT AND PROCESS SUMMARY it mentions Kaiser Permanente's Chemicals of Concern Criteria (Products and packaging shall be free of hazardous additives, including those mixed into the product and those used as surface treatments, unless no feasible alternative exists, and it is determined that the benefit outweighs the risk. Products and packaging must meet all eleven of the Kaiser Permanente Chemicals of Concern Criteria (<http://supplier.kp.org/formsreqs/KPEPPStandards.pdf>)).

Answer: In the event of a conflict in requirements between the Kaiser Permanente's Chemicals of Concern Criteria and the criteria on pg. 11 of the Sustainable Procurement Guidelines

(https://www.ucop.edu/procurement-services/_files/sustainableprocurementguidelines.pdf), suppliers should meet the Minimum Required Criteria listed in the RFP on the bottom of pg. 27. That is, all furniture must either be certified under BIFMA criteria 7.4.4 – Targeted Chemical Elimination – of ANSI/BIFMA e-3 Furniture Sustainability Standard (2019 version) or be free of the 5 classes of chemicals of concern described on pg. 28 of RFP.

56. If awarded a contract, is the expectation to obtain the most basic level of certification through EcoVadis or is there a different level we will be required to commit to? **Answer:** Basic is acceptable.
57. This question references "Free Training" requirements of the RFP - what type of "training" does this reference? Buyer training? End user furniture use and adjustment training? Can you be more specific on this question? **Answer:** within the 'Services Section', you are required to provide training to UC employees (who will utilize Supplier's software, ordering system, etc.) In addition, you are requested to detail other training offered within specific questions (training on furniture function/adjustments, etc.) and the ability to list 'Free of Charge' services.
58. Questionnaire Section; Company Profile/General Capabilities; Question 19 (eCommerce #7 - Configurable Items: Please provide additional clarification on the following sentence: "Please describe how this is passed back to the eCommerce system and is it customizable for the customer's needs (change wording). What do you mean by "change wording"? **Answer:** Please disregard. It was an internal note.
59. Are we allowed to partner with another manufacturer to provide a complete solution to all 5 categories? If we are able to, what are the requirements for each manufacturer (Documentation, Information, Etc.)? **Answer:** No, it would not qualify as a broad line manufacturer. The intent of the RFP is to contract with Manufacturers /Proposers that have full lines (5 main categories). Note, the UC has allowed for some gaps in these categories by requiring only 75% of product listed, be quoted on categories 2-5 of the Product Cost Matrix (Attachment 2). Please note, if a supplier has a gap of a single 'Item type' beyond the requirement, it is possible an exception could be granted. It is not, however, the intent of the UC to accept partnering proposals, in order to meet the basic line requirements.

PRODUCT OR DESIGN SPECIFIC QUESTIONS

1. Please answer these product specific questions:

- Credenza 36W
Should credenza have only hinged doors or a combination of doors and open shelf? **Hinged doors only with adjustable shelf inside.**
- Credenza 72W
What combination of storage types are needed for this credenza? Please confirm dimensions of each. **Hinged doors with shelves (adjustable or fixed) and optional drawers.**
- Wood Casegoods (private office)
Would it be possible to provide a 3D image or line drawing of this configuration? **Four 18" wide hinged doors with adjustable shelving inside.**
- Other Storage
Please provide an example of the storage combination for the 42H Tower. **Hinged doors and inside shelving.**
- Conference Table, 144W

Please confirm the power and technology needs for this table, outlets and type of connections needed. [120V power outlet with options for HDMI & UCB Port, and data. Note, the UC typically provides power to the table.](#)

2. Veneer - Due to the enhancement of aesthetic in laminate furniture, and the decreased demand for wood veneer furniture, please confirm that the university will allow laminate as an alternative to veneer, which will be of better durability and value. [Answer: The majority of furniture ordered will have laminate surfaces, however, there is still a need for wood veneer items. Therefore, laminate is not an acceptable alternative for all furniture items to be ordered.](#)
3. MDF - What is the university's intent in requesting MDF as the specific core material for laminate and veneer product? Our laminate product meets and exceeds ANSI/BIFMA industry performance standards, carries a lifetime warranty, and has not been subject to excessive issues as it relates to quality and durability. We would like to request that the industry standard of particleboard core on laminate products be considered reasonable and of equal durability. Does the laminate core need to be made of MDF or will like materials with similar testing integrity, etc. be acceptable? [Answer: Our general experience and knowledge does not lead us to believe it is an acceptable alternative to MDF, however, if you wish to submit a proposal noting wherever it is used \(substituted\), along with a report from an independent testing lab that clearly demonstrates equality \(per above\) in an in-depth comparison, we are willing to consider the material and evaluate the proposed products.](#)
4. Your Conference Table: 42"x96" Hexagon Conference Table, Standard Height; Base-T, Steel Base, MDF/Laminate Surface; Powder-Coat Paint, HPL Laminate. (Example of current UC item is Universal Tables)
 1. Please confirm we can use a special top to accommodate this shape. [Answer: Yes, as long as the table top becomes part of the standard line, is available with the same lead time as a standard table top and is priced in line with similar sizes in the standard table top line.](#)
5. Your Conference Table: 144X60, Rectangle; 2 Laminate Bases; Steel Base, MDF/Laminate Surface; Powder-Coat Paint, HPL Laminate; support for power & technology. (Example of current UC item is E-Table)
 1. Please confirm that a variance of +/- 6" on the depth of the top will be acceptable. [A width of 54 inches instead of 60 inches may be acceptable in some instances, however a width of 66 inches will probably be too wide in almost all instances](#)
 2. Please clarify what is meant when requesting "2 laminate bases; steel base". [Two steel frame bases with laminate finish surface.](#)
6. Your Training Table: 24x48; Rectangle; Fixed Top, Fixed Height; L base, Steel Base, MDF/Laminate Surface; Powder-Coat Paint, HPL Laminate, Casters. (Example of current UC item is Akira Tables)
 1. Please confirm that a T base is also acceptable. [Answer: Yes, a T-Base is acceptable.](#)
7. Your Occasional Table: 21x42x15; Wood, MDF/Veneer Surface; Medium Gloss, Water-Based UV finish. (Example of current UC item is Tava) [Yes, these are the correct dimensions.](#)
 1. Please confirm that the dimensions are 21" D x 42" W x 15" H.
 2. Please confirm that dimensions of the following variance are also acceptable:
 1. +/- 6" wide [Yes](#)
 2. +/- 1" deep [Yes](#)
 3. +/- 1" high [Yes](#)
8. Your Occasional Table: 18Dx14Wx26H; MDF/HPL Laminate; HPL Laminate. (Example of current UC item is Campfire Personal Table)
 1. Please confirm that an 18" round table is also acceptable.) [An 18" round table is acceptable in 'addition to', but not as an alternate to the specified table.](#)
9. Your Standard Benching Product: Assembly of a 6-person, dual-sided benching system. Qty 1: 30"D X 72"W dual-sided base; Qty 2: 30"D X 72"W dual-sided extension; Qty 1: 24"D X 60"W end counter; Qty 3: 19"H X 72"W centered screen; Screen Aligners; Power and Data Access Door, Lower Tray. (Example of current UC item is FrameOne)
 1. Please confirm that screen variations of +/- 1" H are also acceptable. [Yes, screen variations of +/- 1" high is acceptable.](#)

2. Please confirm that the use of multiple screens to achieve a length of 72" W is also acceptable. Two 36" wide screens are acceptable as an alternate to one 72" wide screen.

10. Your Electric Height Adjustable Desk: 29Dx70W Rectangle, BIFMA Height Range; Steel Base, MDF/Laminate Surface; Powder-Coat Paint, HPL Laminate Finishes. (Example of current UC item is Ology)
 1. Please confirm that worksurface depth variance of +/- 1" is also acceptable. A worksurface variance of +/- 1" in depth is acceptable
11. Your Electric Height Adjustable Desk: 58x23x58x23, Worksurface 90-degree, L-Shape, BIFMA Range; Steel Base, MDF/Laminate Surface; Powder-Coat Paint, HPL Laminate Finishes. (Example of current UC item is Series 5)
 1. Please confirm this can be achieved by using two worksurfaces joined together. Two worksurfaces may not be used as an alternative. Note, this worksurface is actual a corner rather than L-shape surface (58" wide on each side, 23 " deep on each side)
12. Your Credenza: 18Dx36Wx28.5H; Leg base, Hinged Door, MDF Core w/ Wood Veneer surfaces; Medium Gloss, Water-Based UV finish. (Example of current UC item is Elective Elements)
 1. Please confirm that a credenza with the following variance in dimensions is also acceptable:
 1. +/- 6" deep The credenza may be 6" deeper but not 6" shallower.
 2. +/- 1" high This is acceptable if coordinating pieces are available in the same height.
13. Your Credenza: 24Dx72Wx28.5H; Double storage, MDF w/ HPL Laminate Surface; HPL Laminate. (Example of UC current item is Currency)
 1. Please confirm that a credenza with the following variance in dimensions is also acceptable:
 1. +/- 1" high Acceptable
14. Your Wood Casegoods (private office): Propose your top seller/most popular private office application that closely matches to UC item "Elective Elements", Leg Base with Wall Mount Overhead and Desk Return. Include the following furniture items in your proposed pricing, and propose best discount off list for this "private office" package. Description below includes all wood surfaces with square edge and inset pulls. Choice of wood, laminate, finish, etc. reflect most popular.
 - Leg Base: 24"D x 72"W x 27 1/2"H
 - Credenza: 27 1/2"H , 36"W Box/File, 36" Open with Technology Trough
 - Gate Leg: 30"W
 - Blade Accessory Shelf
 - Leg Base Tower with Wardrobe Left
 - 24"D x 72"W Straight Technology Worksurface
 - Single High Overhead - Hinged DoorsComparison Reference from UC current catalog – See pages 16 in Steelcase Wood Casegoods and Tables Specs guide "THOUGHT STARTERS AND APPLICATIONS"
 - Please confirm that dimensional variances as described below are also acceptable:
 - Leg Base: +/- 1" high Acceptable as long as desk meets ADA Guidelines for minimum clearances under the finished desk
 - Credenza: +/- 1" high This is acceptable if coordinating pieces are available in the same height.
15. Your Bookcase: 15Dx42Wx65.5H; Steel Cabinet, 4 adjustable Steel Shelves; Powder-Coat Paint. (Example of current UC item is Universal Bookcases)
 1. Please confirm that a bookcase with the following variance in dimensions is also acceptable;
 1. +/- 3" deep An 18" deep bookcase is acceptable, a 12" deep bookcase is not acceptable
 2. +/- 6" wide A variety of bookcase sizes will be used ranging from 30" wide to 60" wide, however 42" wide is one of the most popular sizes so this size must be included.
 3. +/- 1.5" high Acceptable
16. Your Bookcase: 15Dx36Wx48H; Stacking, Open, MDF Core w/ Wood Veneer surfaces; Medium Gloss, Water-Based UV finish. (Example of current UC item is Elective Elements)
 1. Please clarify what type of shelving, if any, is required when referencing "stacking, open". Answer: this bookcase has open shelves which are adjustable.

17. Your Storage Pedestal-Fixed: 24Dx15Wx27H; Steel Cabinet, Steel Full Extension Drawers; 2 box/1 file; Powder-Coat Paint. (Example of current UC item is Universal Storage Pedestal)
 1. Please confirm that a pedestal with the following dimensional variance is also acceptable:
 1. +/- 1" high [Acceptable as long as the pedestal fits under a worksurface that meets ADA Guidelines for minimum and maximum heights for work surfaces.](#)
18. Your Storage Lateral File: 18Dx42Wx40H - 3 Drawer, Flush Front; Steel Cabinet, Steel Full Extension Drawers; Powder-Coat Paint. (Example of current UC item is Universal Storage Lateral file)
 1. Please confirm that a lateral with the following dimensional variance is also acceptable:
 1. +/- 7/8" high [Acceptable](#)
19. Your Storage Lateral File: 22Dx36Wx27 - 2 Drawer, under worksurface; Steel Cabinet, Steel Full Extension Drawers; Powder-Coat Paint. (Example of current UC item is TS Series Storage Lateral file)
 1. Please confirm that a lateral with the following dimensional variance is also acceptable:
 1. +/- 2" deep [Acceptable](#)
 2. +/- 1" high [Acceptable as long as the lateral file fits under a worksurface that meets ADA Guidelines for minimum and maximum heights for work surfaces.](#)
20. Your Storage Pedestal: 22Dx15Wx27H; Box/box/file, under worksurface; Steel Cabinet, Steel Full Extension Drawers; Powder-Coat Paint. (Example of current UC item is TS Series Storage Pedestal)
 1. Please confirm that a pedestal with the following dimensional variance is also acceptable:
 1. +/- 7/8" deep [Acceptable](#)
 2. +/- 1" high [Acceptable as long as the pedestal fits under a worksurface that meets ADA Guidelines for minimum and maximum heights for work surfaces.](#)
21. Your Other Storage: 24Dx15.5Wx42H; Tower, Hinged Door; MDF w/ HPL Laminate Surface; HPL Laminate finish. (Example of current UC item is Universal Tower Laminate Storage)
 1. Please confirm that a tower with the following dimensional variance is also acceptable:
 2. +/- 6" deep [An 18" deep tower is acceptable as long as a standard coat hanger will fit inside the tower, however a 30" deep tower is not acceptable.](#)
 3. +/- 2.5" wide [Acceptable](#)
 4. +/- 8" high [Acceptable as long as height of tower will be no higher than a standard panel.](#)
22. Your Other Storage: 24Dx24Wx52H; Tower, Open side; 1 adjustable Shelf, 3 drawers; Flush front, Steel Cabinet, Steel Full Extension Drawers; Powder-Coat Paint. (Example of current UC item is Universal Tower Storage)
 1. Please confirm that a tower with the following dimensional variance is also acceptable:
 1. +/- 2" high [Acceptable as long as height of tower will be no higher than a standard panel.](#)
23. Your Task Chair: Fully-adjustable, with arms; Steel Base, Upholstered Seat & Back; Powder-Coat Paint on Base, Approved Fabric upholstery. (Example of current UC item is Amia)
 1. Please confirm that a poly base is also acceptable. [Powder-coated steel base is required.](#)
24. Your Task Chair: Fully-adjustable, with arms; Adjustable seat depth; Steel Base, Upholstered Seat & Back; Powder-Coat Paint on Base, Approved Fabric upholstery. (Example of current UC item is Leap)
 1. Please confirm that a poly base is also acceptable. [Acceptable](#)
25. Your Ottoman: 24" Round, 19"H; Upholstered Ottoman; Approved Fabric Upholstery, Metal/Wood Legs. (Example of current UC item is Alight ottoman)
 1. Please confirm that an ottoman with the following dimensional variance is also acceptable:
 1. +/- 6" diameter [Acceptable](#)
 2. +/- 2" high [Acceptable](#)
26. Your Conference Chair: Hgt Adj. Chair, Swivel base, Fixed Arms; Steel Base, Upholstered Seat, Poly Back; Powder-Coat Paint on Base, Approved Fabric upholstery. (Example of current UC item is Cobi)
 1. Please confirm that a poly base is also acceptable. [Powder-coated steel base is required.](#)
27. Your Conference Chair: Hgt Adj. Chair (pneumatic), Non-upholstered Arms; Glass-reinforced nylon; Glass-reinforced nylon finish. (Example of current UC item is Cachet)
 1. Please confirm that a chair with a polymer shell is also considered acceptable. [Acceptable](#)

28. Your Lounge Seating: Half Lounge; Upholstered; Approved Fabric Upholstery, Metal/Wood Legs. (Example of current UC item is Campfire Lounge)

1. Please clarify what is required to be considered a “half lounge”. [Answer: A half lounge item is typically ½ as wide as a full lounge and may be used in combination with other pieces \(e.g. corners\) to create custom shapes. The width of our current item is below. Note the full lounge dimension of 66”.](#)

Width:	66" or 33"
Depth:	32"
Height:	29"
Seat Depth:	22"
Seat Height:	16"

29. Your Work Lounge Seating: Upholstered Work Lounge Chair w/ Fabric Surround; Worksurface; Powder-Coat Paint on Base, Approved Fabric upholstery. (Example of current UC item is Brody)

1. Please confirm if a detached side table would be acceptable in place of the “worksurface”.
[Acceptable](#)

Additional Questions 8-15-19 – Consolidated, answered, and listed below

Q: The information contained in the Phase II Mock Up furniture samples page attachment is cut off in its provided format. Can you provide the full text of the original Mock Up notes?

A: Yes, the information is shown below:

PHASE II finalists will be asked to:

1. Provide a sample of the items bordered in red (one individual 8x8 cubicle and one dual sided (2 person) benching system). These are mandatory and shall be the items quoted for your sample project.
2. Provide an innovative item - UC preference is to see a sample of height adjustable desk in wood shroud for use in the private office setting.

Q: In the RFP we noticed a list of locations that would have the non-mandatory option to utilize this contract including: • Ten Campuses - UC Berkeley, UC Davis, UC Irvine, UC Los Angeles, UC Merced, UC Riverside, UC San Diego, UC San Francisco, UC Santa Barbara, UC Santa Cruz • Five Medical Centers – UC Davis, UC Irvine, UC Los Angeles, UC San Diego, UC San Francisco • The UC Office of the President – A central system-wide headquarters with offices primarily located in Oakland and Sacramento, California, and teaching/administrative offices in Washington, D.C. • The Division of Agriculture and Natural Resources – Comprised of over 60 local offices and Research and Extension Centers located throughout California, and County Cooperative Extension offices. • UC Hastings College of Law • Lawrence Berkeley National Lab, which is owned by the Federal Government, but managed by the University of California. • Additional centers and offices as further detailed at: <http://www.universityofcalifornia.edu/uc-system/parts-of-uc>. Any awarded Agreement(s) will be available to all current and future locations of the University of California and its Affiliates. The final line (highlighted) calls out “Affiliates”. Please list all current affiliates.

A: The current list contains applicable affiliates

Q: RFP P.11 |O. Pricing and Incentives #4 Is the 2 % rebate calculated on product only? This was asked and answered in the Q&A but it is unclear as to what is correct. (Q&A ref question 24) 24. RFP P.11 |O. Pricing and Incentives #4: Please confirm if the 2% rebate is based on product only to UC locations or products and services. Answer: Correct?

A: The ‘UC Specific Rebate’ of 2% referenced within O.4 Of the RFP Event and Process summary, is applicable to product only.

Q: As part of the UC bid - for the OMNIA Partners Exhibit A 3.0 Supplier Response. Are we also responding to all of the requirements outlined in sections 3.1, 3.2, 3.3? If we are to provide responses to these sections, were will these be loaded on the CalUSource event Page/Questionnaire?

A: OMNIA Partners Exhibits, posted within the Questionnaire section (Exhibits A, F, G) will be downloaded, completed and uploaded within the questionnaire. This should allow for additional attachments, if needed. Where duplication exists (e.g. Breadth of Product for a National program, the supplier is still required to provide an overview narrative and reference to more detail.