



To: Robert Zingelmann
Region 4 ESC

From: Jason Wickel
President

Date: March 27, 2015

Re: Flooring and Outdoor Surface Solutions: RFP# 15-01

We have reviewed the responses and recommend that the following companies be awarded:

- *Bonitz, Inc.*
- *Business Flooring Partners, LLC*
- *St. Paul Linoleum & Carpet*

The recommended vendors submitted offers that were determined to be most advantageous to The Cooperative Purchasing Network (TCPN) members, based upon the bid tabulation. All vendors submitted comparable proposals offering full service solutions for commercial flooring. Business Flooring developed specialties in sports flooring and commercial kitchens. St. Paul Linoleum specializes in carpeting, resilient and pre-finished wood flooring.

We believe all recommended vendors demonstrate the ability to provide and perform the services requested in the proposal. We will monitor their performance and determine at the end of each year if they are eligible for renewal with each new term.

This multiple award is recommended as most advantageous as it limits contract awards to the least number of suppliers necessary to meet the requirements of TCPN members. In order to serve the entire nation, a multiple award is recommended to provide any governmental agency with complete coverage of commodities, services and any other offering within the scope of proposal.

Please let me know if you have any questions.