



FURNITURE, INSTALLATION, AND RELATED SERVICES
Executive Summary

Lead Agency: Region 4 ESC

Solicitation: RFP 24-01

RFP Issued: April 10, 2024

Pre-Proposal Date: April 24, 2024

Response Due Date: June 6, 2024

Proposals Received: #63

Awarded to: Affordable Interior Systems, Inc. (AIS), Allsteel LLC, Enwork (ASSA Group), Identity Group Holdings Corp., Irwin Seating Company, Jasper Seating Company, Inc. dba JSI, Kimball International Brands, Inc., Krueger International, Inc., Lakeshore Learning Materials, LLC, Meteor Education, LLC, ODP Business Solutions, LLC, OFS Brands Inc, Safco Products Co., School Specialty LLC, SitOnIt Seating (Exemplis LLC), Teknion LLC, The HON Company LLC, VS America, Inc., WB Manufacturing, LLC, Wenger Corporation

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 24-01 on April 10, 2024, to establish a national cooperative contract for Furniture, Installation, and Related Services.

The solicitation included cooperative purchasing language in Sections I. Scope of Work, National Contract:

*Region 4 ESC, as the Principal Procurement Agency, defined in ATTACHMENT D, has partnered with OMNIA Partners, Public Sector, Inc., a Delaware corporation ("**OMNIA Partners**") to make the resultant contract (also known as the "**Master Agreement**" in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("**Public Agencies**"), through OMNIA Partners' cooperative purchasing program. Region 4 ESC is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a "**Participating Public Agency**") and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on ATTACHMENT D, or as otherwise agreed to. ATTACHMENT D contains additional information about OMNIA Partners and the cooperative purchasing program.*

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

- Region 4 ESC website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- The New Jersey Herald, NJ
- Albany Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

- Las Vegas Review-Journal
- Kennebec Journal, ME

On June 13, 2024, proposals were received from the following offerors:

Affordable Interior Systems, Inc. (AIS) (Affordable Interior Systems, Inc.)	School Outfitters	CorpDesign (Imagine Furniture Inc.)
Jasper Seating Company, Inc. dba JSI (Jasper Seating Company, Inc.)	School Specialty LLC	Diversified Woodcrafts (DWI Acquisition)
JMJS INC	SitOnIt Seating (Exemplis LLC)	EDmarketplace Inc.
Kaplan Early Learning Company (KAPLAN COMPANIES INC)	Special-T, LLC	Identity Group Holdings Corp. Educational Environments (Frank Cooney Co, Inc)
Kay-Twelve, LLC	Teknion LLC	Enwork (ASSA Group)
Kimball International (Kimball International Brands, Inc.)	The HON Company LLC	ERG International (Ergonom Corporation)
Krueger International, Inc.	Vari Sales Corporation	Flexxform Designs (Flexxform Designs Inc.)
Lakeshore Learning Materials, LLC (Lakeshore Parent, LLC)	VS America, Inc.	Fomcore, LLC
Learning Environments LLC	WB Manufacturing	Framery, Inc
Meteor Education, LLC	OFGO STUDIO (DSI Industries Inc.)	FurnitureLab (Rapp Productions, Inc)
National Public Seating (NPS Public Furniture Corp)	Wenger Corporation	FYRN
Natural Pod (Natural Pod Services, Inc.)	INDEAL Inc.	Global Furniture Group (Global Industries, Inc.)
Neutral Posture, Inc.	Human Active Technology	GMi Companies (Ghent Manufacturing)
Nevers Industries, Inc	AGATI, INC.	Greene Manufacturing, INC.
Irwin Seating Company	Allseating Corporation	Gressco LTD
ODP Business Solutions, LLC	Allsteel LLC	Groupe Lacasse LLC
OFS Brands Inc	Alumni Classroom Furniture Inc.	HiTouch Furniture
OM Seating (Office Master, Inc.)	Appalachian University Systems (Smarter Furnishings)	Elontec
Paragon Furniture Inc	BioFit Engineered Products	Zilenzio AB
Safco Products Co.	Limited Partnership	
	Cabot Wrenn (Hancock & Moore, LLC)	
	CEF-Custom Educational Furnishings	
	Clear Design (Evoque Group LLC)	
	Continental Flooring Company	

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with offerors: *Affordable Interior Systems, Inc. (AIS) (Affordable Interior Systems, Inc.)*, *Allsteel LLC*, *Enwork (ASSA Group)*, *Identity Group Holdings Corp.*, *Irwin Seating Company*, *Jasper Seating Company, Inc. dba JSI (Jasper Seating Company, Inc.)*, *Kimball International (Kimball International Brands, Inc.)*, *Krueger International, Inc.*, *Lakeshore Learning Materials, LLC (Lakeshore Parent, LLC)*, *Meteor Education, LLC*, *ODP Business Solutions, LLC*, *OFS Brands Inc*, *Safco Products Co.*, *School Specialty LLC*, *SitOnIt Seating (Exemplis LLC)*, *Teknion LLC*, *The HON Company LLC*, *VS America, Inc.*, *WB Manufacturing, LLC*, *Wenger Corporation* - all demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members.

The Board of Directors of Region 4 Education Service Center (ESC) executed the agreements, each with a contract effective date of December 17, 2024.

Term:

Initial three- year agreement from December 17, 2024 through December 31,2027 with the option to renew for two (2) additional one-year periods through December 31, 2029.

Pricing/Discount: Review of Official Signed Contract and Contract Updates. Discount off Price List. Catalogs are available through dealer network or contracted supplier's website.