



Mattresses, Related Products and Services  
Executive Summary

**Lead Agency:** University of California

**Solicitation:** #2103RA

**RFP Issued:** March 10, 2021

**Pre-Proposal Date:** March 24, 2021

**Response Due Date:** April 20, 2021

**Proposals Received:** #3

**Awarded to: Gateway Mattress Company, Inc., Purchasing Agreement #GAT-SD-21-0901**

The University of California, Office of the President (UC) issued RFP #2103RA on March 10, 2021 to select a supplier to support UC locations including campuses, medical centers, national laboratories, the Office of the President its affiliates and California State College (CSU) for mattresses, related products and services.

The Regents of the University of California partnered with OMNIA Partners to include a national cooperative purchasing opportunity:

*The purpose of this Request for Proposal (“RFP”) is to invite qualified proposers to prepare and submit proposals to furnish Mattresses, Related Products and Services to the University of California San Diego (“UC San Diego” or “University”), and OMNIA Partners Participating Public Agencies in accordance with the requirements set forth in this RFP.*

*The overall objective of the RFP is to select a national Proposer(s) to assist University in establishing the most cost-effective and efficient procurement program for Mattresses, Related Products and Services while maintaining high standards of quality and service. With that intent, the University is interested in evaluating the costs and benefits of several alternative methods for acquisition of these services for all University of California locations and OMNIA Partners Participating Public Agencies.*

*University has partnered with OMNIA Partners to make the resultant agreement a national cooperative agreement which public agencies, across the country, will be able to utilize.*

Proposer agrees to make available the services to any UC location upon the terms, conditions, and pricing set forth in an agreement awarded in response to Proposer’s proposal.

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

The Advocate – New Orleans, LA  
Houston Community Newspapers, Cy Creek Mirror,  
TX  
Arizona Business Gazette, AZ  
Desert News, UT  
Daily Journal of Commerce, OR  
Helena Independent Record, MT  
Herald News, IL  
Honolulu Star-Advertiser, HI

Las Vegas Review Journal, NV  
New Jersey Herald, NJ  
Richmond Times, VA  
San Bernardino Sun, CA  
Seattle DJC, WA  
The State, SC  
Times Union, NY  
Kennebec Journal/Morning, ME  
USA Today

On April 20, 2021 proposals were received from the following offerors:

- Gateway Mattress Company, Inc.
- Sysco Guest Supply
- Dormlife LLC

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to award Gateway Mattress Inc. The UC executed the agreement with a contract effective date of September 1, 2021.

Contract includes:

- Student Dormitory Mattresses
- Choice of Innerspring or Dual Comfort Foam
- Installation
- Removal and Recycling of used mattresses

Term:

Initial three (3) year agreement from September 1, 2021 through August 31, 2024 with the option to renew for seven (7) additional one-year periods through August 31, 2031.

Pricing/Discount: Contact OMNIA Partners/Gateway Mattress Company, Inc. for more details.

OMNIA Partners Web Landing Pages: [Gateway Mattress Cooperative Contract | Contract Documentation \(omniapartners.com\)](#)