



FURNITURE, INSTALLATION AND RELATED SERVICES
Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 19-18

RFP Issued: November 7, 2019

Pre-Proposal Date: November 21, 2019

Response Due Date: December 11, 2020

Proposals Received: #44

Awarded to: VS America, Inc. – R191818

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 19-18 on November 7, 2019, 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 Education Service Center, as the Principal Procurement Agency, defined in Appendix D, has partnered with 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”). Appendix D contains additional information about OMNIA Partners and the cooperative purchasing agreement.

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

- Region 4 ESC website
- OMNIA Partners, Public Sector 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
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On January 8, 2020 proposals were received from the following offerors:

- 9to5 Seating LLC
- Affordable Interior Systems, Inc. (AIS)
- Allsteel Inc.
- Alumni Classroom Furniture Inc.
- AmTab Manufacturing Corporation
- Artcobell Corporation
- Bush Industries, Inc.
- ELB US Inc.
- ASSA Group, Inc. dba Enwork
- EPIC Business Essentials
- Exemplis LLC
- GMi Companies
- Haskell Office, LLC
- The HON Company LLC
- Indiana Furniture Industries, Inc.
- Irwin Seating Company
- Jasper Group (Jasper Seating Company, Inc.)
- Kaplan Early Learning Company
- Krueger International, Inc.
- Kwalu LLC
- LIAT, LLC
- Maxon Furniture Inc.
- Metalworks, Inc. – Great Openings
- MeTEOR Education, LLC.
- National Business Furniture, LLC
- National Office Furniture, Inc.
- NPS Public Furniture Corp
- NorvaNivel USA LP
- Office Depot, Inc.
- OFS Brands Inc.
- Origin US LLC
- Paragon Furniture, Inc.
- PS Furniture Inc.
- Rapp Productions, Inc dba FurnitureLab
- RT London
- Safco Products Co.
- School Specialty, Inc.
- SICO America, Inc.
- Spec Furniture Inc
- Special-T, LLC
- Teknion LLC
- Trendway Corporation
- VS America, Inc.
- WB Manufacturing

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that eighteen (18) companies - Affordable Interior Systems, Inc. (AIS) Allsteel Inc., AM Tab Manufacturing Corporation, Exemplis LLC, The HON Company LLC, Irwin Seating Company, Jasper Group (Jasper Seating Company, Inc.), Kaplan Early Learning Company, Krueger International, Inc., Maxon Furniture Inc., Metalworks, Inc. – Great Openings, MeTEOR Education, LLC, National Office Furniture, Inc., NorvaNivel USA LP, Office Depot, Inc., OFS Brands Inc., Safco Products Co., School Specialty, Inc. Teknion LLC Trendway Corporation, VS America, Inc. - all demonstrated the ability to provide the services outlined in the solicitation while offering competitive pricing to members.

Region 4 ESC executed agreements with a contract effective date of May 1, 2020.

Contract includes:

- Provides adaptable and ergonomic educational furniture solutions
- All available products (pricelist and special orders)
- Tiered shipping structure

Term:

Initial three-year agreement from May 1, 2020 through April 30, 2023 with the option to renew for two (2) additional one-year periods through April 30, 2025.

Pricing/Discount: Discount off Price List.

OMNIA Partners, Public Sector Web Landing Pages: <https://public.omniapartners.com/suppliers/vs-america-inc/contract-documentation#c35645>