



Proposal Evaluation
RFP# 121919 - Furniture Solutions with Related Accessories and Services

Possible Points		A2S America	Academia Furniture Industries	Agati, Inc	ALLSEATING CORP	Alumni Classroom Furniture Inc.	Commercial Furniture Group Inc	CORT Business Services Corporation	DIRTT Environmental Solutions, Inc	DVO-USA INC.	Ecologic Industries LLC	Elkay Sales, Inc.	Everest Ex dba The Worden Company	Exemplis LLC
Conformance to RFP Requirements	50	33	35	35	42	37	34	45	34	37	36	39	42	43
Pricing	400	344	301	348	281	318	288	343	314	279	306	266	320	313
Financial Viability and Marketplace Success	75	46	48	56	64	51	48	67	59	46	53	54	54	64
Ability to Sell and Deliver Service	100	59	65	59	73	68	68	86	75	64	70	62	74	88
Marketing Plan	50	33	31	33	38	34	38	46	42	39	35	41	38	43
Value Added Attributes	75	47	46	62	67	50	45	63	62	57	54	57	66	66
Warranty	50	31	39	42	42	42	36	43	42	39	42	43	40	42
Depth and Breadth of Offered Equipment, Products, or Services	200	158	148	162	141	151	159	160	145	135	153	151	156	164
Total Points	1,000	751	713	797	748	751	716	853	773	696	749	713	790	823
Rank Order		26.5	35.5	19	30.5	26.5	33	5	21	38	28.5	35.5	20	10

Possible Points		Fellowes, Inc.	Fleetwood	Global Equipment Company Inc.	Hertz Furniture Systems, LLC	Humanscale Corporation	Inscape Inc.	John Savoy & Son, Inc.	Kewaunee Scientific Corp	Keystone Ridge Designs, Inc.	Krueger International, Inc.	Lakeshore Learning Materials	Lesro Industries, Inc.	Michigan Tube Swagers and Fabricators, INC
Conformance to RFP Requirements	50	40	40	42	42	44	43	39	34	41	44	41	36	38
Pricing	400	308	311	280	306	323	314	290	270	306	326	323	301	314
Financial Viability and Marketplace Success	75	66	49	59	59	66	63	61	54	53	67	62	49	50
Ability to Sell and Deliver Service	100	88	72	84	82	90	80	72	65	66	90	88	71	68
Marketing Plan	50	45	39	42	45	44	43	38	30	37	45	42	35	34
Value Added Attributes	75	66	61	55	63	69	65	59	47	56	68	67	56	60
Warranty	50	42	43	35	40	44	42	42	35	41	42	44	43	38
Depth and Breadth of Offered Equipment, Products, or Services	200	171	156	171	173	161	170	166	136	148	178	150	158	161
Total Points	1,000	826	771	768	810	841	820	767	671	748	860	817	749	763
Rank Order		9	22	23	16	7	11	24	39	30.5	3	12	28.5	25

Possible Points		National Office Furniture, Inc.	OFS Brands Inc.	Palmer Hamilton	Prophet Corporation	Sauder Manufacturing Co.	School Specialty, Inc.	Senator International Inc	Staples Contract & Commercial LLC	Steelcase Inc.	Teknion LLC	VARI Sales Corporation	Vestre USA Inc	Wenger Corporation
Conformance to RFP Requirements	50	38	44	44	41	37	38	42	43	44	44	42	38	33
Pricing	400	313	316	346	335	308	306	314	332	331	329	331	273	321
Financial Viability and Marketplace Success	75	58	65	64	59	56	60	60	60	69	63	59	52	45
Ability to Sell and Deliver Service	100	87	91	87	83	62	85	81	85	92	83	84	58	58
Marketing Plan	50	42	45	46	40	26	42	42	47	46	42	40	34	33
Value Added Attributes	75	64	67	63	63	55	63	58	70	69	65	63	59	52
Warranty	50	40	44	41	45	40	41	41	41	44	43	41	39	40
Depth and Breadth of Offered Equipment, Products, or Services	200	174	175	167	149	154	179	162	186	184	171	149	149	132
Total Points	1,000	816	847	858	815	738	814	800	864	879	840	809	702	714
Rank Order		13	6	4	14	32	15	18	2	1	8	17	37	34

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