



RFP #:	<u>FY21-106</u>	Tentative Board Meeting Date*:	<u>SEPTEMBER 2020</u>
RFP Title:	<u>School and Department Furniture</u>	# Notified:	<u>185</u> # Downloaded: <u>58</u>
		# of Responses Rec'd:	<u>22</u> # of "No Bids": <u>0</u>
For:	<u>District-wide</u>	RFP Opening Date :	<u>JULY 22, 2020</u>
	(School/Department)		
Fund:	<u>District-wide</u>	Advertised Date:	<u>JUNE 25, 2020</u>

**POSTING OF RFP RECOMMENDATION/TABULATION:** RFP Recommendations and Tabulations will be posted in the Procurement & Warehousing Services and [www.Demandstar.com](http://www.Demandstar.com) on **August 11, 2020 @ 3:00 pm** and will remain posted for 72 hours. Any person who is adversely affected by the decision or intended decision shall file a notice of protest, in writing, within 72 hours after the posting of the notice of decision or intended decision. The formal written protest shall be filed within ten (10) days after the date the notice of protest is filed. Failure to file a notice of protest or failure to file a formal written protest shall constitute a waiver of proceedings under this chapter. Section 120.57(3)(b), Florida Statutes, states that "The formal written protest shall state with particularity the facts and law upon which the protest is based." Saturdays, Sundays, state holidays and days during which the District is closed shall be excluded in the computation of the 72-hour time period provided. Filings shall be at the office of the Director of Procurement & Warehousing Services, 7720 West Oakland Park Boulevard, Suite 323, Sunrise, Florida 33351. Any person who files an action protesting an intended decision shall post with the School Board, at the time of filing the formal written protest, a bond, payable to The School Board of Broward County, Florida, (SBBC), in an amount equal to one percent (1%) of the estimated value of the contract. Failure to post the bond required by SBBC Policy 3320, Part VIII, Purchasing Policies, Section N, within the time allowed for filing a bond shall constitute a waiver of the right to protest.

(\*) The Cone of Silence, as stated in the ITB / RFP / RFQ / HARD BID, is in effect until it is approved by SBBC. The Board meeting date stated above is tentative. Confirm with the Purchasing Agent of record for the actual date the Cone of Silence has concluded.

**RECOMMENDATION TABULATION**

IN ACCORDANCE WITH SECTION 5.0 OF RFP FY21-106, PROPOSALS WERE EVALUATED AND SCORED BY AN EVALUATION COMMITTEE CONSISTING OF THE FOLLOWING MEMBERS:

- BRENDA AKINS – INFORMATION TECHNOLOGY – NETWORK SPECIALIST
- CARLY SMOLKEN – HEERY/FACILITIES – FF&E PROJECT MANAGER
- JAMES PAYNE – CTACE – CURRICULUM SUPERVISOR
- LILY RODRIGUEZ – HEERY/FACILITIES – FF&E COORDINATOR
- SHERNETTE GRANT – INNOVATIVE PROGRAM DESIGNS – DIRECTOR
- S/M/WBE ADVISORS – DR. ERNESTO DE LA HOZ AND ANNE MARIE RICHARDS

THE EVALUATION COMMITTEE RECOMMENDS THAT THE AWARD BE MADE TO THE FOLLOWING PROPOSER WHO HAS COMPLIED WITH THE TERMS, CONDITIONS AND SPECIFICATIONS OF THE RFP:

- APRICTO OFFICE INTERIORS, INC.
- CLASSROOM OUTFITTERS, LLC
- EMPIRE OFFICE, INC.
- BERWIN INC. DBA JC WHITE ARCHITECTURAL INTERIOR PRODUCTS
- LAKESHORE EQUIPMENT COMPANY
- SCHOOL SPECIALTY, INC.
- SCHOOLHOUSE PRODUCTS, INC.
- VIRCO, INC.

THE AWARD SHALL BE CONTINGENT UPON SUCCESSFUL COMPLETION OF A WRITTEN AGREEMENT WITH THE ABOVE RECOMMENDED PROPOSER.

CONTRACT PERIOD: DATE AFTER BOARD APPROVAL THROUGH SEPTEMBER 30, 2023 WITH AN OPTION FOR TWO (2) ADDITIONAL ONE (1) YEAR RENEWAL PERIODS.

By: Al Shelton Date: August 11, 2020  
(Purchasing Agent)

The School Board of Broward County, Florida, prohibits any policy or procedure which results in discrimination on the basis of age, color, disability, gender expression, national origin, marital status, race, religion, sex or sexual orientation. Individuals who wish to file a discrimination complaint, may call the Executive Director, Benefits & EEO Compliance at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.

Individuals with disabilities requesting accommodations under the Americans with Disabilities Act (ADA) may call the Equal Educational Opportunities (EEO) at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.



**SCORE TABULATION SHEET**

<b>Bid No:</b>	<b>FY21-106</b>
<b>Title of Bid:</b>	<b>School and Department Furniture</b>
<b>Purchasing Agent Name:</b>	<b>Al Shelton</b>

<b>Proposer's Name</b>	<b>Total Score</b>	<b>Recommended for Award</b>
Apricot Office Interiors, Inc.	85	✓
Camcor, Inc.	62.2	
Classroom Outfitters, LLC	82.9	✓
Compass Office Solutions, LLC	72.8	
ELB Global Inc.	67.2	
Empire Office, Inc.	81.2	✓
Hertz Furniture Systems, LLC	77.6	
Berwin Inc. DBA JC White Architectural interior Products	82.8	✓
Lakeshore Equipment Company	84.5	✓
Libero Consulting Group, Inc.	76.7	
MeTEOR Education, LLC	80.6	
Office Depot, LLC	72.4	
Office Xpress Supplies, Inc.	73	
Pradere MFG Corp. DBA Pradere Office Products	77.7	
School Specialty, Inc.	81.7	✓
Schoolhouse Products, Inc.	89.8	✓
Staples, Inc.	75	
Troxell Communications, Inc.	70.8	
Virco, Inc.	91	✓

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<b>Ranking - Revised</b>	<b>Company Name</b>	<b>Total Score - Revised</b>
1	Virco	<b>91</b>
2	Schoolhouse Products	<b>89.8</b>
3	Apricot Office Interiors	<b>85</b>
4	Lakeshore	<b>84.5</b>
5	Classroom Outfitters	<b>82.9</b>
6	JC White	<b>82.8</b>
7	School Specialty	<b>81.7</b>
8	Empire Office	<b>81.2</b>
9	MeTEOR Education	<b>80.6</b>
10	Pradere Office Products	<b>77.7</b>
11	Hertz Furniture	<b>77.6</b>
12	Libero Consulting Group	<b>76.7</b>
13	Staples	<b>75</b>
14	Office Xpress Supply	<b>73</b>
15	Compass Office Solutions	<b>72.8</b>
16	Office Depot	<b>72.4</b>
17	Troxell Communications	<b>70.8</b>
18	ELB Global	<b>67.2</b>
19	Camcor	<b>62.2</b>

**FY21-106 - School and Department Furniture  
Score Sheet**

<b>FY21-106 - School and Department Furniture</b>	<b>Maximum Points</b>	<b>Brenda Akins</b>	<b>Carly Smolken</b>	<b>James Payne</b>	<b>Lily Rodriguez</b>	<b>Shernette Grant</b>	<b>Average</b>
<b>Proposer Experience and Qualifications</b>	<b>25</b>						
Apricot Office Interiors		20	22	24	24	22	22.4
Camcor		15	15	24	20	15	17.8
Classroom Outfitters		20	25	25	25	15	22.0
Compass Office Solutions		20	20	23	18	20	20.2
ELB Global		15	15	24	18	20	18.4
Empire Office		25	25	25	25	23	24.6
Hertz Furniture		10	24	24	25	25	21.6
JC White		25	25	25	25	23	24.6
Lakeshore		25	18	24	20	23	22.0
Libero Consulting Group		15	25	24	25	15	20.8
MeTEOR Education		20	24	25	25	23	23.4
Office Depot		20	24	25	25	20	22.8
Office Xpress Supply		23	24	23	25	20	23.0
Pradere Office Products		15	23	23	25	15	20.2
School Specialty		20	25	25	25	15	22.0
Schoolhouse Products		25	25	25	25	25	25.0
Staples		20	23	25	25	15	21.6
Troxell Communications		18	23	24	24	23	22.4
Virco		25	25	25	25	25	25.0
<b>Scope of Services &amp; Performance Specifications</b>	<b>40</b>						
Apricot Office Interiors		20	35	31	36	35	31.4
Camcor		20	30	31	35	30	29.2
Classroom Outfitters		32	40	38	38	30	35.6
Compass Office Solutions		33	35	32	37	35	34.4
ELB Global		27	30	34	36	35	32.4
Empire Office		33	40	39	40	38	38.0
Hertz Furniture		20	37	38	35	40	34.0
JC White		38	40	37	40	38	38.6
Lakeshore		31	32	38	38	38	35.4
Libero Consulting Group		28	40	36	38	30	34.4
MeTEOR Education		33	35	37	35	38	35.6
Office Depot		22	37	37	38	30	32.8
Office Xpress Supply		28	35	35	38	30	33.2
Pradere Office Products		31	37	34	37	30	33.8
School Specialty		31	40	38	40	30	35.8
Schoolhouse Products		38	39	37	40	40	38.8
Staples	36	35	31	35	30	33.4	
Troxell Communications	27	25	35	36	35	31.6	
Virco	40	40	40	40	40	40.0	
<b>Presentation</b>							
Apricot Office Interiors		10	18	18	20	15	16.2
Camcor	15	15	18	18	10	15.2	

**FY21-106 - School and Department Furniture  
Score Sheet**

<b>FY21-106 - School and Department Furniture</b>	<b>Maximum Points</b>	<b>Brenda Akins</b>	<b>Carly Smolken</b>	<b>James Payne</b>	<b>Lily Rodriguez</b>	<b>Shernette Grant</b>	<b>Average</b>
Classroom Outfitters	<b>20</b>	19	20	20	20	10	17.8
Compass Office Solutions		20	20	18	18	15	18.2
ELB Global		15	18	19	15	15	16.4
Empire Office		15	20	20	20	18	18.6
Hertz Furniture		10	20	20	20	20	18.0
JC White		20	20	20	20	18	19.6
Lakeshore		20	20	20	20	18	19.6
Libero Consulting Group		10	16	17	17	10	14.0
MeTEOR Education		20	20	20	20	18	19.6
Office Depot		10	19	20	20	15	16.8
Office Xpress Supply		10	20	19	20	15	16.8
Pradere Office Products		14	20	19	18	10	16.2
School Specialty		15	19	20	18	10	16.4
Schoolhouse Products		20	20	20	20	20	20.0
Staples		16	15	17	17	15	16.0
Troxell Communications		14	18	20	17	15	16.8
Virco		20	20	20	20	20	20.0
<b>M/WBE</b>	<b>15</b>						
Apricot Office Interiors		15	15	15	15	15	15.0
Camcor		0	0	0	0	0	0.0
Classroom Outfitters		7.5	7.5	7.5	7.5	7.5	7.5
Compass Office Solutions		0	0	0	0	0	0.0
ELB Global		0	0	0	0	0	0.0
Empire Office		0	0	0	0	0	0.0
Hertz Furniture		4	4	4	4	4	4.0
JC White		0	0	0	0	0	0.0
Lakeshore		7.5	7.5	7.5	7.5	7.5	7.5
Libero Consulting Group		7.5	7.5	7.5	7.5	7.5	7.5
MeTEOR Education		2	2	2	2	2	2.0
Office Depot		0	0	0	0	0	0.0
Office Xpress Supply		0	0	0	0	0	0.0
Pradere Office Products		7.5	7.5	7.5	7.5	7.5	7.5
School Specialty		7.5	7.5	7.5	7.5	7.5	7.5
Schoolhouse Products		6	6	6	6	6	6.0
Staples	4	4	4	4	4	4.0	
Troxell Communications	0	0	0	0	0	0.0	
Virco	6	6	6	6	6	6.0	
<b>Total Score</b>							
Apricot Office Interiors		65	90	88	95	87	85.0
Camcor		50	60	73	73	55	62.2
Classroom Outfitters		78.5	92.5	90.5	90.5	62.5	82.9
Compass Office Solutions		73	75	73	73	70	72.8
ELB Global		57	63	77	69	70	67.2
Empire Office		73	85	84	85	79	81.2

**FY21-106 - School and Department Furniture  
Score Sheet**

<b>FY21-106 - School and Department Furniture</b>	<b>Maximum Points</b>	<b>Brenda Akins</b>	<b>Carly Smolken</b>	<b>James Payne</b>	<b>Lily Rodriguez</b>	<b>Shernette Grant</b>	<b>Average</b>
Hertz Furniture	<b>100</b>	44	85	86	84	89	77.6
JC White		83	85	82	85	79	82.8
Lakeshore		83.5	77.5	89.5	85.5	86.5	84.5
Libero Consulting Group		60.5	88.5	84.5	87.5	62.5	76.7
MeTEOR Education		75	81	84	82	81	80.6
Office Depot		52	80	82	83	65	72.4
Office Xpress Supply		61	79	77	83	65	73
Pradere Office Products		67.5	87.5	83.5	87.5	62.5	77.7
School Specialty		73.5	91.5	90.5	90.5	62.5	81.7
Schoolhouse Products		89	90	88	91	91	89.8
Staples		76	77	77	81	64	75
Troxell Communications		59	66	79	77	73	70.8
Virco		91	91	91	91	91	91



**Bid # and Title:** RFP FY21-106 - School and Department Furniture **Updated 8.5.2020**

**Project #:** n/a

The EDDC conducted a review of the respondents' compliance with the Policy 3330. An overview of the solicitation described above is

**Affirmative Procurement Initiative (API)**

The API implemented in this solicitation is **the Evaluation Preference for SBE Prime Bidders**. (All SBBC Certified S/M/WBEs are considered SBEs.)

**SBBC Certified SBE Proposers** will be awarded seven and a half (7.5) Evaluation Points for self-performance. Additional Points (Up to a maximum of Fifteen (15) Points) can be obtained if the Certified SBE Prime choose to subcontract a percentage of the total contract value to a SBBC Certified SBE as listed in the Evaluation Points Table.

**Proposers committing to subcontracting** a percentage of the total contract value to a SBBC Certified SBE firm(s) at the time of submission will be awarded up to a maximum of seven and a half (7.5) points, as described in the Evaluation Points Table.

Company	Status	Certification Status*	Commitment % (Listed on Document 00500)	Points
1   Apricot Office Interiors	Prime	S/M/WBE-AA	15%	15
2   Camcor, Inc.	Prime	SBBC Non-Certified	0%	0
3   Classroom Outfitters, LLC	Prime	SBBC Non-Certified	15%	7.5
4   Compass Office Solutions	Prime	SBBC Non-Certified	0%	0
5   ELB Global, Inc.	Prime	SBBC Non-Certified	0%	0
6   Empire Office	Prime	SBBC Non-Certified	0%	0
7   Hertz Furniture	Prime	SBBC Non-Certified	8%	4
8   JC White Architectural Interior	Prime	SBBC Non-Certified	0%	0
9   Lakeshore Equipment Company	Prime	SBBC Non-Certified	15%	7.5
10   Libero Consulting Group, Inc.	Prime	SBE	15%	7.5
11   MeTEOR Education	Prime	SBBC Non-Certified	4%	2
12   Office Depot	Prime	SBBC Non-Certified	0%	0
13   Office Xpress Supply, Inc.	Prime	SBBC Non-Certified	0%	0
14   Pradere Office Products	Prime	S/M/WBE-HA	100%	7.5
15   School Specialty, Inc.	Prime	SBBC Non-Certified	15%	7.5
16   Schoolhouse Products	Prime	SBBC Non-Certified	12%	6
17   Staples Contract and Commercial	Prime	SBBC Non-Certified	9%	4
18   Troxell Communications, Inc.	Prime	SBBC Non-Certified	0%	0
19   Virco, Inc.	Prime	SBBC Non-Certified	14%	6

Certification Types*	Ethnicity/Gender Categories*
SBE Small Business Enterprise	AA African-American
SMBE Small Minority Business Enterprise	APA Asian-Pacific-American
MBE Minority Business Enterprise	HA Hispanic-American
MWBE Minority Women Business Enterprise	NA Native-American
WBE Women Business Enterprise	WBE Non-Minority Women Business Enterprise

**EDDC Notes:**

**Date:** Monday, August 3, 2020

**Recommendation made by:** Economic Development & Diversity Compliance Department (EDDC)

**Witnessed by:** Anne Marie Richards, Advocacy & Compliance Coordinator