

IGNITE FURNITURE RFP RECOMMENDATION

January 25, 2019

I. Background

- An RFP was issued for furniture for Ignite Institute on 11/29/2018.
- Two vendors submitted proposals: Tom Sexton & Associates, and JW Associates
- Details of their proposals are shown in Section II Below
- A panel consisting of the following participated in vendor presentations on 1/22/2019

Jerome Gels, Co Principal, Ignite Institute	Julie Whiting, Co Principal, Ignite Institute
Mike Poiry, Asst. Superintendent, BCBOE	Jenny Watson, Asst. Superintendent, BCBOE
Jim Detwiler, Asst. Superintendent, BCBOE	Linda Schild, Director of Finance
Jehan Ghouse, Purchasing Administrator	

II. Analysis & Recommendation

Item	Vendor		Comment	Recommendation		Reason
	JW Assoc.	Tom Sexton		JWA	TSA	
2nd Floor Chairs	\$28,308	No Bid	600 @ \$47.18	○		TSA did not bid; JWA chair meets expectation
MPR Chairs/Dolly/Lectern/ & Tables	\$48,446	\$51,765	JW bid based on 20 tables TSA bid based on 18 tables	○		Better pricing from JWA
Food Court	\$245,123	\$211,638			○	TSA better meets design expectation; better pricing
Collaboration Area (119A)	\$79,463	\$33,083			○	Smaller scale proposal from TSA
Media Center (113A)	\$105,333	\$82,280			○	Better pricing from TSA
Freight	\$14,538	\$0	TSA pricing includes freight	-	-	JW Frt is for Food Court furniture only
Office/Administration	No Bid	\$40,254			○	JWA did not bid; TSA meets design expectation
Large Collaborative Space	No Bid	\$253,157			○	Excludes MPR (14A) & Media Center (113A): see above
Instructional Space	No Bid	\$575,810			○	JWA did not bid; TSA meets design expectation
Total Quoted	\$521,211	\$1,247,987				
Total Business Awarded	\$76,754	\$1,196,222				

III. Other Rationale

Ability to introduce JW Associates (new vendor to BCBOE) and evaluate performance with relatively low risk.
 Introduces competition for Tom Sexton Associates.
 Final \$ amounts of awards may vary based finalization of the requirements. All changes will be varianced from above base pricing.