



Educational Furniture  
Executive Summary

**Lead Agency:** Norfolk Public Schools

**RFP Issued:** October 29, 2014

**Date Open:** December 9, 2014

**Solicitation:** RFP #15006FL

**Pre-Proposal Date:** November 14, 2014

**Proposals Received:** 13

**Awarded to:**

The Norfolk Public Schools, VA Department of Purchasing & Supply issued RFP #15006FL on October 29, 2014 to establish a national cooperative contract for educational furniture, related equipment and services.

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

- eVA CustomerCare@dgs.virginia.gov
- The Virginian-Pilot
- Hawaii Tribune–Herald, HI
- Daily Journal of Commerce, OR
- The State, SC
- The Olympian, WA
- National IPA website

On December 9, 2014 proposals were received from the following offerors:

- Contrax
- Irwin
- The Educational Outback
- Krueger International
- American Seating
- D3, Inc. d/b/a 9 to 5 Seating
- BCI Eurobib USA
- SICO
- Sedia Systems
- Academia
- Exemplis Corp
- RT London
- Wenger

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee recommended interviewing the following ten (10) firms: Contrax, Irwin, D3 – 9 to 5 Seating, RT London, American Seating, Sedia Systems, Krueger International, SICO, Exemplis, and Wenger.

Upon, interviewing the committee requested *Best and Final Offers* from the top seven (7) ranked firms with the intent to award contracts to the seven (7) suppliers.

The Norfolk Public Schools and National IPA executed agreements with Contrax, Irwin, Krueger International, SICO, Exemplis, RT London, Wenger on February 23, 2015 with a contract effective March 5, 2015.

Effective January 6, 2017, Contrax Group, LLC will be using the new name, MeTEOR Education, LCC for this contract. The contract number has changed to 2017000082. The Term of the original contract will remain in effect and all related conditions, proposal documents, amendments, and proposal addendums will be considered a part of the new contract number 2017000082.

Contract include: Educational furniture lines, related equipment and services

Term:

Initial one year agreement from March 5, 2015 through March 4, 2016, with option to renew for four (4) additional one-year periods through March 4, 2020

Pricing/Discount:

Tier Price ranging from 9.00% to 67.00% off Current Manufacturer Price List Price List Titles

Value Added Services:

No minimums for **\*Freight** and **\*\*Installation**

- Quote Freight and Installation for orders under \$5,000 (upon request)
- Percentage listed are for Dock Delivery
- Inside Delivery LTL additional \$30.00 per delivery *or* Truckload additional \$615.00 per truck.

No cost to customer for System Design, Space Planning and Layout

Extended contract pricing to Designer, General Contractor or Sub-Contractor for products

**\*Freight based on Zones and Tiers**

**\*\*Installation organized by Vendor and Tier**