

Event Summary - General Furniture Solutions

Type	Request for Proposal	Number	EI00154~2022RFP
Stage Title	General Furniture Solutions	Organization	EandiCooperative
Currency	US Dollar	Event Status	Open
Work Group	E&I Cooperative Services	Exported on	5/6/2022
Exported by	Jim LoGrasso	Estimated Value	-
Payment Terms	-		

Custom Data

Idea

Idea # 683552

Response and Evaluation

Respond by Proxy	Allow	Use Panel Questionnaire	Yes
Best Value	No		
Sealed Bid	Yes	Auto Score	No
		Cost Analysis	No
Alternate Items	No	Confidential Pricing	Yes

Visibility and Communication

Visible to Public Yes

Enter a short description for this public event

This RFP is a re-solicitation of the Budget Furniture RFP. Economic Furniture of good quality and durability.

Commodity Codes

Commodity Code	Description
Interior Other	IF: Interiors: Interior Products

Event Dates

Time Zone	EST - Eastern Standard Time (EST)
Released	-
Open	5/6/2022 10:00 AM EST
Close	6/20/2022 1:00 PM EST
Sealed Until	6/20/2022 1:00 PM
	 Show Sealed Response Open Date to Supplier
Q&A Close	6/6/2022 5:00 PM EST

Event Users

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Description

This RFP is a re-solicitation of the Budget Furniture RFP. Economic Furniture of good quality and durability.

Stage Description

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Prerequisites

1 Instructions To Supplier :

Please review the attached file and certify below.

Prerequisite Content:

RFP Document

RFP#EI00154-2022 RFP - General Furniture Solutions - 4-21-22.docx ../Attachments/PrereqAttachments/RFP#EI00154-2022 RFP - General Furniture Solutions - 4-21-22.docx

Certification

I certify that I have read and agree to the terms above.

Supplier Must Also Upload a File:

No

2 Instructions To Supplier :

Please review the attached file and have the appropriate authorized representative(s) sign and attach all forms and supporting documentation.

Prerequisite Content:

Execution of Offers Certification

RFP#EI00154-2022RFP - General Furniture Solutions Execution of Offer & Certifications - 4-21-22.docx ../Attachments/PrereqAttachments/RFP#EI00154-2022RFP - General Furniture Solutions Execution of Offer & Certifications - 4-21-22.docx

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No

Buyer Attachments

There are no Buyer Attachments added to this event.

Contract Alignment & Connection

Group 1.1: Contract Alignment & Connection

1.1.1	Please detail step by step your enterprise's current contract alignment and connection process to end users. Text (Multi-Line)	★
1.1.2	Who in your organization that is NOT the account rep would E&I work with to resolve issues or challenges around the LOP process to ensure Member engagement/connection, Compliance tracking, etc. Text (Multi-Line)	★
1.1.3	What information do you need to capture from a member institution at a minimum in order to align their account to the E&I contract? (ex: preferred dealer, ship to info, tiered selection of services, member number, etc.) Text (Multi-Line)	★
1.1.4	Based on minimum requirements to set up, align, and connect a contract to an E&I Member, what is the average lead time for completion and how will completion be confirmed to E&I and it's Members? Text (Multi-Line)	★
1.1.5	Can this information be captured up front when the member submits an alignment request form? Text (Multi-Line)	★
1.1.6	How is pricing activated? Through established pricing or providing a quote? Numeric Text Box	★
1.1.7	Is it a manual or automatic process to activate pricing for a member? Text (Multi-Line)	★
1.1.8	Is the price activation done by a National or Regional contact? Text (Multi-Line)	★
1.1.9	Is it required that a custom agreement ("MSA" per the contract) for a member be established in order to achieve alignment with the E&I contract? Dropdown List (Pick One) Yes, it is required. No, it is not required, but there is an option for members to establish a custom agreement . No, there is no option or requirement for a member to establish a custom agreement.	★
1.1.10	If Custom agreement is required please list the criteria (description text field) Text (Multi-Line)	
1.1.11	When an alignment request form comes in, what do you foresee as barriers to carrying it through and fully enforcing the alignment? (i.e. authorized dealers, resellers, etc.) Text (Multi-Line)	★
1.1.12	What suggested or reccomended improvements can E&I make to the current LOP process as outlined in the contract? Text (Multi-Line)	
1.1.13	Describe your conversion process for steering/channeling alignment and connection requests from current members with direct contracts who would like to participate in the E&I contract. Text (Multi-Line)	

- 1.1.14 If awarded an E&I contract, will you convert all current direct business to E&I Members to the E&I Contract? ★
Yes/No
- 1.1.15 Will direct business be converted to the E&I Contract once your firm's current direct agreement terms out? ★
Yes/No
- 1.1.16 Please provide the list of E&I Member direct business that WILL NOT be eligible to participate in the E&I agreement and that annual spend. ★
File Upload
- 1.1.17 Please provide a list of those Members, annual spend, primary point of contact, and contract term out date. ★
File Upload
- 1.1.18 Please provide a list of all direct business to be converted, annual spend, and primary point of contact. ★
File Upload

Supplier Diversity

Group 2.1: Supplier Diversity

- 2.1.1 Please select Business Enterprise type. If none of the options are not applicable please select "n/a" ★
Dropdown List (Pick One)
Disadvantaged (DBE)
Minority-owned (MBE)
Service Disabled Veteran-owned (DVBE)
Small Business (SBE)
Veteran-owned (VBE)
n/a
- 2.1.2 How is your commitment to diversity and inclusion demonstrated on an ongoing basis? (i.e. dedicated staff, outreach, programming, etc.) ★
Text (Multi-Line)
- 2.1.3 What is your firm's strategic business plan prioritize and address diversity and inclusion? ★
Text (Multi-Line)
- 2.1.4 What are the Metrics and KPI's used to track and quantify success in this area? ★
File Upload
- 2.1.5 If available, provide a strategy map for increasing Diversity and Inclusion in the C-Suite and Higher Ed equivalent. ★
File Upload
- 2.1.6 Has the increased attention given to social justice issues in the recent past changed your strategies regarding diverse candidate recruitment? ★
Yes/No
- 2.1.7 How? ★
Text (Multi-Line)

Business Partner Capability

Group 3.1: Company Overview

- 3.1.1 Provide a brief company history & attach a company brochure defining core values and guiding principles. (Limit 3 Pages) ★
File Upload

- 3.1.2** Number of years in business _____ Years ★
Text (Single Line)
- 3.1.3** Are you a Small (10 or less employees), Medium (11-25 employees) or Large (26 plus employees) firm ★
Dropdown List (Pick One)
Small (1-10)
Medium (11-25)
Large (26 or more)
- 3.1.4** Is the Education Sector (K-12, Higher Ed, et al) a primary or a boutique focus (i.e. Non-Profit equivalent and/or low priority/minimal focus) ★
Text (Multi-Line)
- 3.1.5** If the Education Sector (Higher Education et al.) is a not a strategic focus or considered a low priority, are there business development strategies to prioritize focus in the space? ★
Text (Multi-Line)
- 3.1.6** In which regions, states, or cities do you have a presence? ★
Text (Multi-Line)
- 3.1.7** Please describe your firms audit and compliance feedback process. Provide in Excel spreadsheet matrix form (Stages, Tasks, Ouputs, Deliverables) ★
File Upload
- 3.1.8** Please provide a sample of Metrics and KPI's your firm AND industry leverage to quantify and measure business relations health, success and overall enterprise growth. ★
File Upload

Group 3.2: Company Experience

- 3.2.1** Describe experience any specialty areas where you believe your firm has unique expertise or a competitive advantage. ★
Text (Multi-Line)
- 3.2.2** Provide the qualifications of senior professionals in your firm that are likely to be assigned to support E&I and it's Members. Define who will be primarily responsible and have final authority over decisions made. ★
Text (Multi-Line)
- 3.2.3** Provide an organizational chart with lines of authority for those individuals that will be directly involved in this contract. ★
File Upload
- 3.2.4** Provide at least three references where similar services to institutions of higher education or healthcare have been provided within the past three years. Include the name of the firm/organization, the complete mailing address, and the name, telephone number and email address of the contact person. ★
File Upload

Group 3.3: Company Qualifications

- 3.3.1** What is the average life span for your products? ★
Text (Multi-Line)
- 3.3.2** What are the warranties that you offer? ★
Text (Multi-Line)
- 3.3.3** How will warranty repairs be handled? ★
Text (Multi-Line)

3.3.4	Are there potential restocking fees associated with returns? Text (Multi-Line)	★
3.3.5	What is the average response time to warranty claims? Text (Multi-Line)	★
3.3.6	How have prices for your furniture products fluctuated during the past three years? Text (Multi-Line)	★
3.3.7	How does your company control for price spikes in commodities such as steel? Text (Multi-Line)	★
3.3.8	How diversified is your supplier base for inputs, such as steel, wood, plastic and metal components? Text (Multi-Line)	★
3.3.9	Have you ever experienced any supply disruptions resulting from insufficient steel, wood or other inputs? Text (Multi-Line)	★
3.3.10	Do you source materials with high exposure to market disruptions resulting from the coronavirus? How are you coping with these disruptions? Text (Multi-Line)	★
3.3.11	Do you offer customized design services and consultations? Text (Single Line)	★
3.3.12	Do you provide assembly and installation services in-house or do you subcontract? Text (Multi-Line)	★
3.3.13	Describe your past experience in working with Higher Ed and K12? Text (Multi-Line)	★
3.3.14	How do you track customer satisfaction? Text (Multi-Line)	★
3.3.15	Do you offer a loyalty program or other incentives for repeat business? If so, what are the terms? Text (Multi-Line)	★
3.3.16	What is the process for handling customer complaints or inquires? Text (Multi-Line)	★
3.3.17	What are your minimum production runs? Text (Multi-Line)	★
3.3.18	Are there any fees for smaller runs? Text (Multi-Line)	★
3.3.19	How do you prioritize large and small production runs? Text (Multi-Line)	★
3.3.20	Do you have an order backlog? If so, what is the current value? Text (Multi-Line)	★

- 3.3.21 Have you ever encountered difficulty completing an order within the specified time frame? If so, how did you reconcile this with your client(s)? ★
Text (Multi-Line)

Economic Value & Financial Overview

Group 4.1: Contract Administrative and Marketing Fee (CAF)

- 4.1.1 As a non-profit cooperative, E&I requires a Contract Administrative and Marketing Fee (CAF) to cover its operational expenses and working capital requirements. Annually, at the direction of E&I's Board of Directors, E&I refunds any CAF above these requirements to its Members based on their utilization of its contracts. Have you reviewed the Sales and CAF reporting and payment expectations within Sections I and II of the attachment under Question 5.1.2. ★
Text (Multi-Line)
- 4.1.2 Please provide the details for your proposed CAF Rate % and structure? (i.e. 2% fixed, tiered rate based on volume etc.) ★
Text (Multi-Line)

Group 4.2: Financial Offer Requirements

- 4.2.1 Pricing shall include list price, discount from list for services requested in this RFP. Firms electing to propose pricing on additional services must submit additional items on a separate list. The list must be labeled as "Additional Services." E&I retains the right to accept or reject additional items in part or in whole. Do you understand and will your firm comply? ★
Yes/No
- 4.2.2 The percent discounts and rates for the proposed services shall be applicable to all search requests made under a resulting Agreement with your firm. Percentage discounts off firm's list price shall remain firm for the life of the Agreement unless improved for the benefit of the membership. Do you understand and will your company comply? ★
Yes/No
- 4.2.3 Your firm is authorized to offer members enhanced pricing and/or member-specific agreements on a case-by-case basis and both shall be considered part of the resulting Agreement. Your firm is required to make available any special offerings or promotions where and when appropriate. Do you understand and will your company comply? ★
Yes/No

Group 4.3: Respondent Pricing

- 4.3.1 Please upload your pricing using the attached template. You must identify all costs, fees or charges for which the members and/or E&I may be billed. Costs not indicated in your submission will not be paid. ★
File Upload
General Furniture Solutions Pricing template - ../Attachments/QuestionAttachments/General Furniture RFP Pricing Template April_2022 Final (002).xlsx

Group 4.4: Financial Reporting Capabilities

- 4.4.1 E&I will provide the awarded supplier(s) with the an updated membership list on a monthly basis in Excel format. Explain in detail your company's ability to incorporate the updated information into the accounting system used to track and report E&I Member purchases. ★
Text (Multi-Line)
- 4.4.2 In Column H of the "VRF Field Explanations" worksheet, indicate whether your company has the capability to provide the required fields by entering "Yes" or "No". ★
File Upload
- 4.4.3 In the "VRF Desired Format" worksheet, provide a sample report that includes the relevant data, in the desired format, for five of your company's current Education customers invoiced during the prior month. ★
File Upload
VRF Desired Format - ../Attachments/QuestionAttachments/VRF Desired Format .xlsx
- 4.4.4 Please provide in detail your implementation, communication, and timeline plans to introduce and inform your sales/marketing staff, consultants, E&I Members and their respective ordering departments of the terms and benefits of an E&I Master Agreement with your company ★

Text (Multi-Line)

- 4.4.5 Describe your use of marketing material, technology and the internet to provide marketing and promote contract awareness. ★
Text (Multi-Line)

- 4.4.6 Describe plans to elevate sales made on campus (departmental “road shows,” leveraging web site messages, etc.) to ensure quick and deep ongoing traction with E&I Members. ★
Text (Multi-Line)

RFP Exceptions

Group 5.1: Supplier Performance, Compliance et al.

- 5.1.1 Have you reviewed our Master Agreement Template attached to this question? ★
Yes/No
Master Agreement Template - ../Attachments/QuestionAttachments/Master_Agreement_Template for RFP - IRR2022.03.29.docx
- 5.1.2 Have you reviewed the Supplier Performance Expectations attached to this question? ★
Yes/No
Supplier Performance Expectations - ../Attachments/QuestionAttachments/Supplier Performance Expectations - IRR2022.03.29.docx
- Do you take exception to anything within this RFP to include compliance with all specifications, terms and conditions, Master Agreement Template, Supplier Performance Expectations, etc?
- 5.1.3 NOTE 1: Any exceptions which are determined to be unacceptable to E&I may result in the disqualification of your proposal. ★
NOTE 2: Any exceptions may also have an effect on your company's evaluation under this RFP.
Yes/No
- 5.1.4 Use the attached template signed by a company Authorized Representative to identify the details for all exceptions. ★
File Upload
RFP Exceptions - ../Attachments/QuestionAttachments/Exception Form - 5.1.4.docx

E&I Risk Profile

Group 6.1: Litigation

- 6.1.1 Are any employees, officers, directors, members, agents or consultants of Supplier related to any employee, officer or director of E&I? ★
Yes/No
- 6.1.2 Please provide details: List employee, officer, director, member, agent, or consultant name; relation to, and name of employee, officer or director of E&I?
Text (Multi-Line)
- 6.1.3 Does your firm have any current (active) public lawsuits, legal actions or governmental investigations including, but not limited to, parties of dispute, and equipment affected, cause of action, jurisdiction and date of legal complaint? E&I reserves the right to ask for additional information on any past case (including cases older than five years) that may cause a member, their board or governing body to ask for further details on any case listed or discovered during due diligence. ★
Yes/No
- 6.1.4 Please provide specific details here. ★
Text (Multi-Line)

- 6.1.5** Does your firm have any lawsuits, legal actions or governmental investigations from the past five (5) years that are public record, even if there was no verdict or admission of any wrong doing? ★
Yes/No
- 6.1.6** Provide details here including proof of resolution of any case or a letter explaining the decisions made by the company. ★
File Upload
- 6.1.7** Has your firm or any of your firm's personnel experienced any loss of licencing or certification within the past five (5) years? ★
Yes/No
- 6.1.8** Please explain. ★
Text (Multi-Line)
- 6.1.9** Describe any specific restructuring, mergers, or corporate name changes within Supplier's firm that have occurred during the past three years or is anticipated in the next three years, noting potential impacts to the products and services contemplated by this RFP. ★
Text (Multi-Line)
- 6.1.10** Provide information relating to Supplier bankruptcies or reorganizations with the last five (5) years. ★
Text (Multi-Line)

Group 6.2: Education Sector Spend History

- 6.2.1** Year 1: Higher Education Sales ★
Numeric Text Box
- 6.2.2** Year 1: K-12 Sales ★
Numeric Text Box
- 6.2.3** Year 2: Higher Ed Sales ★
Numeric Text Box
- 6.2.4** Year 2: K-12 Sales
Numeric Text Box
- 6.2.5** Year 3: Higher Ed Sales
Numeric Text Box
- 6.2.6** Year 3: K-12 Sales ★
Numeric Text Box

Group 6.3: Financial Health Assessment

- 6.3.1** Is your firm Public or Private? ★
Multiple Choice (Pick One)
Public
Private
- 6.3.2** Provide a URL to a link of the three (3) most recent annual reports. ★
Text (Single Line)
- 6.3.3** Provide copies of the most recent three (3) year audited financial statements or other documented evidence of financial stability to assure required performance upon request. ★
File Upload
- 6.3.4** Working Capital ★

	Numeric Text Box	
6.3.5	Retained Earnings Numeric Text Box	★
6.3.6	EBIT (Earnings Before Interest & Tax) Numeric Text Box	★
6.3.7	Sales Numeric Text Box	★
6.3.8	Market Value of Equity Numeric Text Box	★
6.3.9	Total Liabilities Numeric Text Box	★
6.3.10	Total Assets Numeric Text Box	★

Group 6.4: Client Termination

6.4.1	Do you have any former clients (Higher Education or K-12) that have terminated a contracting relationship with your company in the past 24 months. Yes/No	★
6.4.2	Use the attached template to provide the details of any Higher Ed or K-12 terminated contracting relationships within the last 24 months. File Upload Former Client Termination - ../Attachments/QuestionAttachments/Former+Client+Terminations (1).xlsx	★

Group 6.5: Existing Contracts with Direct Competitors

6.5.1	Do you have dedicated resources focused on Consortium/Group Purchasing contracting, as well as Higher Education and K-12? Yes/No	★
6.5.2	Please Describe. Text (Multi-Line)	
6.5.3	Does your company have any GSA, State, or GPO agreements that are currently in effect or that your company is in the process of securing? (Note: E&I reserves the right to request copies or access to any or all of these agreements) Yes/No	★
6.5.4	Provide the GSA/State/GPO Name, Discount(s) Offered, Contract Expiration Date, and Annual Sales Volume for each GSA/State/GPO contract your company has in place. Text (Multi-Line)	★