

RFP #21-28 Office & Classroom Furnishings

Evaluation Criteria	Points	Points	Points	Points	Points	Points	Points	Points	Points	Points
		Geri Newman	Flexform Design	Excellence aka Discount School Supply	K-Log	Lakeshore Learning	Moore Co. Inc.	Hertz Furniture	Southern Ed. Systems	Signature Products
Completeness of Response to RFP (Pass/Fail)										
ALL required schedules, forms and informational items have been submitted. The Proposer has provided evidence possesses the ability to perform the Scope of Work successfully, maintains integrity, and has the financial and technical resources to perform the work outlined in this RFP.										
A. Quality of Response	35 Points	19.875	19.5	30	33	34.5	32.75	34.25	35	35
The Respondent has all the required licenses and certifications required to do business in Florida.	0-2	0.25	0	1.5	2	2	1.75	2	2	2
The Respondent has provided a clearly defined narrative that details the nature, leadership, business model, and a complete understanding of the requirements of the RFP.	0-5	1.25	4.5	4.5	4.25	5	5	5	5	5
The Respondent has clearly demonstrated that the company has the capacity, inventory, and variety of products to satisfactorily provide options for use by public agencies and other eligible users.	0-8	7.5	5	6.5	7.5	7.5	8	7.25	8	8
The Respondent has provided evidence of Worker's Compensation and Liability Insurance.	0-5	0	0	2.5	5	5	3	5	5	5
Conformance to Terms and Conditions	0-15	10.875	10	15	14.25	15	15	15	15	15
B. Previous Experience	5 Points	4.375	5	5	5	5	5	5	5	5
The Respondent has provided evidence of at least 5 years of experience in working with public entities to provide services and supplies outlined in the RFP.	0-2.5	2.125	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
The Respondent has provided evidence of at least three references willing to offer comments relative to the experience of working with the company or individual.	0-2.5	2.25	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
C. Pricing/Warranty	30 Points	29.25	28.25	26.75	19.75	22.75	29.75	29.75	26	30
The relative ranking of this Respondent's pricing and warranty proposal compared to other RFP submissions based on information provided on Attachment 5 and Section 6.	0-30	29.25	28.25	26.75	19.75	22.75	29.75	29.75	26	30
D. Regional/State Use of Contract-Marketing	10 Points	7	6.25	9.375	10	10	10	10	9.5	10
The Respondent has clearly identified the Certifications to perform the work outlined in the Scope and Specifications.	0-8	5	4.25	8	8	8	8	8	7.5	8
The extent to which the Respondent has a marketing plan relevant to the Florida Buy State Cooperative Purchasing contract and willingness to execute it.	0-2	2	2	1.375	2	2	2	2	2	2
E. Contract Terms & Conditions/Warranty	20 Points	16	18.25	19.5	20	20	20	20	20	20
History of meeting the delivery and installation timelines	0-10	8.25	8.75	10	10	10	10	10	10	10
Comparative analysis of questionnaire and participation in the Florida Buy State Cooperative Purchasing program (attachment 4 and 6)	0-10	8.75	9.5	9.5	10	10	10	10	10	10
TOTAL	100 Points	76.5	77.25	90.625	87.75	92.25	97.5	99	95.5	100

RFP #21-28 Office & Classroom Furnishings

Excelligence aka Discount

Evaluation Criteria	Points	Points	Notes
Completeness of Response to RFP (Pass/Fail)			
ALL required schedules, forms and informational items have been submitted. The Proposer has provided evidence possesses the ability to perform the Scope of Work successfully, maintains integrity, and has the financial and technical resources to perform the work outlined in this RFP.	Pass/Fail		
A. Quality of Response	35 Points		
The Respondent has all the required licenses and certifications required to do business in Florida	0-2	2	
The Respondent has provided a clearly defined narrative that details the nature, leadership, business model, and a complete understanding of the requirements of the RFP.	0-5	3	Early Childhood
The Respondent has clearly demonstrated that the company has the capacity, inventory, and variety of products to satisfactorily provide options for use by public agencies and other eligible users.	0-8	8	
The Respondent has provided evidence of Worker's Compensation and Liability Insurance.	0-5	0	Not provided
Conformance to Terms and Conditions	0-15	15	
B. Previous Experience	5 Points		
The Respondent has provided evidence of at least 5 years of experience in working with public entities to provide services and supplies outlined in the RFP.	0-2.5	2.5	
The Respondent has provided evidence of at least three references willing to offer comments relative to the experience of working with the company or individual.	0-2.5	2.5	
C. Pricing/Warranty	30 Points		
The relative ranking of this Respondent's pricing and warranty proposal compared to other RFP submissions based on information provided on Attachment 5 and Section 6.	0-30	20	20%
D. Regional/State Use of Contract-Marketing	10 Points		
The Respondent has clearly identified the Certifications to perform the work outlined in the Scope and Specifications.	0-8	8	
The extent to which the Respondent has a marketing plan relevant to the Florida Buy State Cooperative Purchasing contract and willingness to execute it.	0-2	0	Not provided, did not say whether will lead.
E. Contract Terms & Conditions/Warranty	20		
History of meeting the delivery and installation timelines.	0-10	10	
Comparative analysis of questionnaire and participation in the Florida Buy State Cooperative Purchasing program (attachment 4 and 6).	0-10	8	
TOTAL	100 Points		

Chris Banzley

9/28/21

RFP #21-28 Office & Classroom Furnishings

Excellence

(Discount School Supply)

Evaluation Criteria	Points	Points	Notes
Completeness of Response to RFP (Pass/Fail)			
ALL required schedules, forms and informational items have been submitted. The Proposer has provided evidence possesses the ability to perform the Scope of Work successfully, maintains integrity, and has the financial and technical resources to perform the work outlined in this RFP.	Pass/Fail ✓		
A. Quality of Response	35 Points		
The Respondent has all the required licenses and certifications required to do business in Florida	0-2	2	
The Respondent has provided a clearly defined narrative that details the nature, leadership, business model, and a complete understanding of the requirements of the RFP.	0-5	5	
The Respondent has clearly demonstrated that the company has the capacity, inventory, and variety of products to satisfactorily provide options for use by public agencies and other eligible users.	0-8	8	
The Respondent has provided evidence of Worker's Compensation and Liability Insurance.	0-5	5	
Conformance to Terms and Conditions	0-15	15	
B. Previous Experience	5 Points		
The Respondent has provided evidence of at least 5 years of experience in working with public entities to provide services and supplies outlined in the RFP.	0-2.5	2.5	
The Respondent has provided evidence of at least three references willing to offer comments relative to the experience of working with the company or individual.	0-2.5	2.5	
C. Pricing/Warranty	30 Points		
The relative ranking of this Respondent's pricing and warranty proposal compared to other RFP submissions based on information provided on Attachment 5 and Section 6.	0-30	30	
D. Regional/State Use of Contract-Marketing	10 Points		
The Respondent has clearly identified the Certifications to perform the work outlined in the Scope and Specifications.	0-8	8	
The extent to which the Respondent has a marketing plan relevant to the Florida Buy State Cooperative Purchasing contract and willingness to execute it.	0-2	2	
E. Contract Terms & Conditions/Warranty	20		
History of meeting the delivery and installation timelines.	0-10	10	
Comparative analysis of questionnaire and participation in the Florida Buy State Cooperative Purchasing program (attachment 4 and 6).	0-10	10	
TOTAL	100 Points		

William A. Hagan

9/28/21

RFP #21-28 Office & Classroom Furnishings

Excelligence

AKA Early Childhood LLC
d/b/a Discount School Supply

Evaluation Criteria		Points	Points	Notes
Completeness of Response to RFP (Pass/Fail)				
	ALL required schedules, forms and informational items have been submitted. The Proposer has provided evidence possesses the ability to perform the Scope of Work successfully, maintains integrity, and has the financial and technical resources to perform the work outlined in this RFP.	Pass/Fail	✓	
A. Quality of Response		35 Points		
	The Respondent has all the required licenses and certifications required to do business in Florida	0-2	0	
	The Respondent has provided a clearly defined narrative that details the nature, leadership, business model, and a complete understanding of the requirements of the RFP.	0-5	5	
	The Respondent has clearly demonstrated that the company has the capacity, inventory, and variety of products to satisfactorily provide options for use by public agencies and other eligible users.	0-8	2	Mainly Early Childhood furniture
	The Respondent has provided evidence of Worker's Compensation and Liability Insurance.	0-5	0	Infants - Pre-K
	Conformance to Terms and Conditions	0-15	15	
B. Previous Experience		5 Points		
	The Respondent has provided evidence of at least 5 years of experience in working with public entities to provide services and supplies outlined in the RFP.	0-2.5	2.5	
	The Respondent has provided evidence of at least three references willing to offer comments relative to the experience of working with the company or individual.	0-2.5	2.5	
C. Pricing/Warranty		30 Points		
	The relative ranking of this Respondent's pricing and warranty proposal compared to other RFP submissions based on information provided on Attachment 5 and Section 6.	0-30	27	
D. Regional/State Use of Contract-Marketing		10 Points		
	The Respondent has clearly identified the Certifications to perform the work outlined in the Scope and Specifications.	0-8	8	
	The extent to which the Respondent has a marketing plan relevant to the Florida Buy State Cooperative Purchasing contract and willingness to execute it.	0-2	1.5	
E. Contract Terms & Conditions/Warranty		20		
	History of meeting the delivery and installation timelines.	0-10	10	
	Comparative analysis of questionnaire and participation in the Florida Buy State Cooperative Purchasing program (attachment 4 and 6).	0-10	10	
TOTAL		100 Points		

Lucia EO

9/28/21

RFP #21-28 Office & Classroom Furnishings

Excelligence

AISA DISCANT School supply

Evaluation Criteria	Points	Points	Notes
Completeness of Response to RFP (Pass/Fail)		Pass	
ALL required schedules, forms and informational items have been submitted. The Proposer has provided evidence possesses the ability to perform the Scope of Work successfully, maintains integrity, and has the financial and technical resources to perform the work outlined in this RFP.	Pass/Fail		
A. Quality of Response	35 Points	35	
The Respondent has all the required licenses and certifications required to do business in Florida	0-2	2	
The Respondent has provided a clearly defined narrative that details the nature, leadership, business model, and a complete understanding of the requirements of the RFP.	0-5	5	
The Respondent has clearly demonstrated that the company has the capacity, inventory, and variety of products to satisfactorily provide options for use by public agencies and other eligible users.	0-8	8	
The Respondent has provided evidence of Worker's Compensation and Liability Insurance.	0-5	5	
Conformance to Terms and Conditions	0-15	15	
B. Previous Experience	5 Points	5	
The Respondent has provided evidence of at least 5 years of experience in working with public entities to provide services and supplies outlined in the RFP.	0-2.5	2.5	
The Respondent has provided evidence of at least three references willing to offer comments relative to the experience of working with the company or individual.	0-2.5	2.5	
C. Pricing/Warranty	30 Points	30	
The relative ranking of this Respondent's pricing and warranty proposal compared to other RFP submissions based on information provided on Attachment 5 and Section 6.	0-30	30	
D. Regional/State Use of Contract-Marketing	10 Points	10	
The Respondent has clearly identified the Certifications to perform the work outlined in the Scope and Specifications.	0-8	8	
The extent to which the Respondent has a marketing plan relevant to the Florida Buy State Cooperative Purchasing contract and willingness to execute it.	0-2	2	
E. Contract Terms & Conditions/Warranty	20		
History of meeting the delivery and installation timelines.	0-10	10	
Comparative analysis of questionnaire and participation in the Florida Buy State Cooperative Purchasing program (attachment 4 and 6).	0-10	10	
TOTAL	100 Points	100	

 9-28-21