

Award Justification Statement
Solicitation #CT22-79
NASPO ValuePoint Master Agreement for Office Furniture and Related Services
Award Date: August 1, 2022

I. RESULT

All proposals were evaluated in accordance with Part 7 of the Utah Procurement Code by an Evaluation Committee consisting of a minimum of three evaluators. A representative from the State of Utah Division of Purchasing attended the evaluation committee meetings to ensure that the process outlined in the Procurement Code was followed, but was not a voting member of the evaluation committee. The following paragraphs explain the scores assigned by the evaluation committee to each evaluation category and supports awarding a contract to the following vendors.

- Category #1: Office Seating and Accessories
 1. Allseating Corporation
 2. Allsteel
 3. Exemplis
 4. Global Industries
 5. Haworth Inc.
 6. Herman Miller
 7. Krueger International
 8. Steelcase Inc
 9. The Hon Company
- Category #2: Lounge and Public Seating and Accessories
 1. Allsteel
 2. Exemplis
 3. Global Industries
 4. Haworth Inc.
 5. Herman Miller
 6. Krueger International
 7. Steelcase Inc
 8. The Hon Company
- Category #3: Desks and Tables and Accessories
 1. Allsteel
 2. Global Industries
 3. Haworth Inc.
 4. Herman Miller
 5. Krueger International
 6. Steelcase Inc
 7. The Hon Company
- Category #4: Panel Systems and Accessories
 1. Allsteel
 2. Global Industries
 3. Haworth Inc.
 4. Herman Miller
 5. Krueger International
 6. Steelcase Inc
 7. The Hon Company
- Category #5: Storage and Accessories
 1. Allsteel
 2. Global Industries
 3. Haworth Inc.
 4. Herman Miller
 5. Krueger International
 6. Steelcase Inc
 7. The Hon Company
 8. Trendway Corporation
- Category #6: Architectural Products and Accessories
 1. Allsteel
 2. Haworth Inc.
 3. Krueger International
 4. Steelcase Inc
 5. Trendway Corporation

II. EVALUATION PROCESS

A Request for Proposals (RFP) was issued by the State of Utah to select vendor(s) to provide Office Furniture and Related Services. Pursuant to Utah Code § 63G-6a-702(2), the RFP process was used because criteria other than cost were considered important in determining which vendors' proposals provides the best value to the State. Eighteen proposals were received.

III. STAGE 1: OEM MINIMUM MANDATORY REQUIREMENTS

Following the evaluation of the OEM mandatory minimum requirements, all vendors passed onto Stage 2: OEM Evaluated Qualifications, which was scored as follows:

III. STAGE 2: OEM EVALUATED QUALIFICATIONS

Stage 2 was composed of six (6) categories for a combined 250 possible points. The six (6) categories are as follows:

1. OEM Evaluated Qualification 1 (40 Points): Warranty.

Of a possible 40 points in this category, the Offerors received the following scores:

- a. Vendor A: 34 points
- b. Vendor B: 28 points
- c. Allseating Corporation: 30 points
- d. Allsteel: 38 points
- e. Vendor D: 28 points
- f. Vendor E: 28 points
- g. Exemplis: 32 points
- h. Global Industries: 36 points
- i. Vendor F: 30 points
- j. Haworth: 38 points
- k. Herman Miller: 38 points
- l. Vendor G: 26 points
- m. Krueger International: 30 points
- n. Steelcase Inc.: 36 points
- o. The Hon Company: 40 points
- p. Trendway Corporation: 32 points
- q. Vendor H: 28 points
- r. Vendor I: 30 points

2. OEM Evaluated Qualification 2 (40 Points): Website.

Of a possible 40 points in this category, the Offerors received the following scores:

- a. Vendor A: 20 points
- b. Vendor B: 24 points
- c. Allseating Corporation: 36 points
- d. Allsteel: 36 points
- e. Vendor D: 20 points
- f. Vendor E: 28 points
- g. Exemplis: 26 points
- h. Global Industries: 36 points
- i. Vendor F: 28 points
- j. Haworth: 36 points
- k. Herman Miller: 36 points
- l. Vendor G: 28 points
- m. Krueger International: 36 points
- n. Steelcase Inc.: 38 points
- o. The Hon Company: 38 points
- p. Trendway Corporation: 32 points
- q. Vendor H: 24 points
- r. Vendor I: 28 points

3. OEM Evaluated Qualification 3 (50 Points): Customer Service.

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Vendor A: 30 points
- b. Vendor B: 37.5 points
- c. Allseating Corporation: 35 points
- d. Allsteel: 42.5 points
- e. Vendor D: 0 points
- f. Vendor E: 32.5 points
- g. Exemplis: 45 points
- h. Global Industries: 45 points
- i. Vendor F: 32.5 points
- j. Haworth: 47.5 points
- k. Herman Miller: 45 points
- l. Vendor G: 35 points
- m. Krueger International: 42.5 points
- n. Steelcase Inc.: 45 points
- o. The Hon Company: 47.5 points
- p. Trendway Corporation: 45 points
- q. Vendor H: 25 points
- r. Vendor I: 35 points

4. OEM Evaluated Qualification 4 (40 Points): Delivery.

Of a possible 40 points in this category, the Offerors received the following scores:

- a. Vendor A: 28 points
- b. Vendor B: 30 points
- c. Allseating Corporation: 30 points
- d. Allsteel: 34 points
- e. Vendor D: 28 points
- f. Vendor E: 26 points
- g. Exemplis: 34 points
- h. Global Industries: 34 points
- i. Vendor F: 26 points
- j. Haworth: 34 points
- k. Herman Miller: 36 points
- l. Vendor G: 28 points
- m. Krueger International: 34 points
- n. Steelcase Inc.: 36 points
- o. The Hon Company: 34 points
- p. Trendway Corporation: 32 points
- q. Vendor H: 26 points
- r. Vendor I: 28 points

5. OEM Evaluated Qualification 5 (20 Points): Authorized Dealer Relationship.

Of a possible 20 points in this category, the Offerors received the following scores:

- a. Vendor A: 10 points

- b. Vendor B: 17 points
- c. Allseating Corporation: 17 points
- d. Allsteel: 19 points
- e. Vendor D: 10 points
- f. Vendor E: 14 points
- g. Exemplis: 17 points
- h. Global Industries: 17 points
- i. Vendor F: 14 points
- j. Haworth: 19 points
- k. Herman Miller: 17 points
- l. Vendor G: 13 points
- m. Krueger International: 14 points
- n. Steelcase Inc.: 19 points
- o. The Hon Company: 19 points
- p. Trendway Corporation: 15 points
- q. Vendor H: 11 points
- r. Vendor I: 14 points

6. OEM Evaluated Qualification 6 (60 Points): Environmental.

Of a possible 60 points in this category, the Offerors received the following scores:

- a. Vendor A: 42 points
- b. Vendor B: 45 points
- c. Allseating Corporation: 54 points
- d. Allsteel: 48 points
- e. Vendor D: 33 points
- f. Vendor E: 42 points
- g. Exemplis: 51 points
- h. Global Industries: 60 points
- i. Vendor F: 48 points
- j. Haworth: 60 points
- k. Herman Miller: 57 points
- l. Vendor G: 42 points
- m. Krueger International: 57 points
- n. Steelcase Inc.: 57 points
- o. The Hon Company: 54 points
- p. Trendway Corporation: 57 points
- q. Vendor H: 21 points
- r. Vendor I: 39 points

OEM Evaluated Qualifications Conclusion

Of a possible 250 points in this evaluation stage, 187.5 points was required to pass to Stage 3. The total technical scores are as follows:

- a. Vendor A: 164 points
- b. Vendor B: 181.5 points
- c. Allseating Corporation: 202 points
- d. Allsteel: 217.5 points

- e. Vendor D: 119 points
- f. Vendor E: 170.5 points
- g. Exemplis: 205 points
- h. Global Industries: 228 points
- i. Vendor F: 178.5 points
- j. Haworth: 234.5 points
- k. Herman Miller: 229 points
- l. Vendor G: 172 points
- m. Krueger International: 213.5 points
- n. Steelcase Inc.: 231 points
- o. The Hon Company: 232.5 points
- p. Trendway Corporation: 213 points
- q. Vendor H: 135 points
- r. Vendor I: 174 points

Allseating Corporation, Allsteel, Exemplis, Global Industries, Haworth, Herman Miller, Krueger International, Steelcase Inc., The Hon Company, and Trendway Corporation received enough points to move onto Stage 3.

IV. STAGE 3A: PRODUCT MANDATORY MINIMUM REQUIREMENTS

Following the evaluation of the product mandatory minimum requirements, all vendors passed onto Stage 3B: Product Evaluated Qualifications, which was scored as follows:

V. STAGE 3B: PRODUCT EVALUATED QUALIFICATIONS

Product Category #1: Office Seating and Accessories

Stage 3b was composed of five (5) categories for a combined 450 possible points. The five (5) categories are as follows:

1. Product Evaluated Qualification 1 (100 Points): Category Capabilities, Components and Finishes.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 75 points
- b. Allsteel: 90 points
- c. Exemplis: 80 points
- d. Global Industries: 80 points
- e. Haworth: 95 points
- f. Herman Miller: 100 points
- g. Krueger International: 95 points
- h. Steelcase Inc.: 90 points
- i. The Hon Company: 100 points

2. Product Evaluated Qualification 2 (100 Points): ANSI/BIFMA.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 90 points
- b. Allsteel: 85 points
- c. Exemplis: 90 points
- d. Global Industries: 70 points
- e. Haworth: 90 points

- f. Herman Miller: 95 points
- g. Krueger International: 90 points
- h. Steelcase Inc.: 95 points
- i. The Hon Company: 100 points

3. Product Evaluated Qualification 3 (100 Points): Versatility.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 80 points
- b. Allsteel: 85 points
- c. Exemplis: 70 points
- d. Global Industries: 85 points
- e. Haworth: 95 points
- f. Herman Miller: 85 points
- g. Krueger International: 85 points
- h. Steelcase Inc.: 90 points
- i. The Hon Company: 85 points

4. Product Evaluated Qualification 4 (100 Points): Mandatory Products.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 80 points
- b. Allsteel: 95 points
- c. Exemplis: 85 points
- d. Global Industries: 80 points
- e. Haworth: 100 points
- f. Herman Miller: 95 points
- g. Krueger International: 95 points
- h. Steelcase Inc.: 90 points
- i. The Hon Company: 95 points

5. Product Evaluated Qualification 5 (50 Points): Accessories.

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 35 points
- b. Allsteel: 40 points
- c. Exemplis: 37.5 points
- d. Global Industries: 40 points
- e. Haworth: 47.5 points
- f. Herman Miller: 47.5 points
- g. Krueger International: 45 points
- h. Steelcase Inc.: 45 points
- i. The Hon Company: 42.5 points

Product Evaluated Qualifications Conclusion

Of a possible 450 points in this evaluation stage, 337.5 points was required to pass to Stage 4. The total scores are as follows:

- a. Allseating Corporation: 360 points
- b. Allsteel: 395 points
- c. Exemplis: 362.5 points
- d. Global Industries: 355 points
- e. Haworth: 427.5 points
- f. Herman Miller: 422.5 points
- g. Krueger International: 410 points
- h. Steelcase Inc.: 410 points
- i. The Hon Company: 422.5 points

Allseating Corporation, Allsteel, Exemplis, Global Industries, Haworth, Herman Miller, Krueger International, Steelcase Inc., and the Hon Company, received enough points to move onto Stage 4.

Product Category #2: Lounge and Public Seating and Accessories

Stage 3b was composed of five (5) categories for a combined 450 possible points. The five (5) categories are as follows:

1. Product Evaluated Qualification 1 (100 Points): Category Capabilities, Components and Finishes.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 75 points
- b. Allsteel: 90 points
- c. Exemplis: 80 points
- d. Global Industries: 80 points
- e. Haworth: 95 points
- f. Herman Miller: 95 points
- g. Krueger International: 95 points
- h. Steelcase Inc.: 90 points
- i. The Hon Company: 100 points

2. Product Evaluated Qualification 2 (100 Points): ANSI/BIFMA.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 90 points
- b. Allsteel: 85 points
- c. Exemplis: 90 points
- d. Global Industries: 60 points
- e. Haworth: 85 points
- f. Herman Miller: 95 points
- g. Krueger International: 95 points
- h. Steelcase Inc.: 95 points
- i. The Hon Company: 100 points

3. Product Evaluated Qualification 3 (100 Points): Versatility.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 80 points

- b. Allsteel: 90 points
- c. Exemplis: 70 points
- d. Global Industries: 85 points
- e. Haworth: 95 points
- f. Herman Miller: 85 points
- g. Krueger International: 85 points
- h. Steelcase Inc.: 90 points
- i. The Hon Company: 85 points

4. Product Evaluated Qualification 4 (100 Points): Mandatory Products.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 80 points
- b. Allsteel: 95 points
- c. Exemplis: 80 points
- d. Global Industries: 80 points
- e. Haworth: 95 points
- f. Herman Miller: 95 points
- g. Krueger International: 95 points
- h. Steelcase Inc.: 90 points
- i. The Hon Company: 95 points

5. Product Evaluated Qualification 5 (50 Points): Accessories.

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 37.5 points
- b. Allsteel: 40 points
- c. Exemplis: 40 points
- d. Global Industries: 40 points
- e. Haworth: 47.5 points
- f. Herman Miller: 47.5 points
- g. Krueger International: 45 points
- h. Steelcase Inc.: 42.5 points
- i. The Hon Company: 42.5 points

Product Evaluated Qualifications Conclusion

Of a possible 450 points in this evaluation stage, 337.5 points was required to pass to Stage 4. The total scores are as follows:

- a. Allseating Corporation: 362.5 points
- b. Allsteel: 400 points
- c. Exemplis: 360 points
- d. Global Industries: 345 points
- e. Haworth: 417.5 points
- f. Herman Miller: 417.5 points
- g. Krueger International: 415 points
- h. Steelcase Inc.: 407.5 points
- i. The Hon Company: 422.5 points

Allseating Corporation, Allsteel, Exemplis, Global Industries, Haworth, Herman Miller, Krueger International, Steelcase Inc., and the Hon Company, received enough points to move onto Stage 4.

Product Category #3: Desks and Tables and Accessories

Stage 3b was composed of five (5) categories for a combined 450 possible points. The five (5) categories are as follows:

1. Product Evaluated Qualification 1 (100 Points): Category Capabilities, Components and Finishes.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Global Industries: 85 points
- c. Haworth: 95 points
- d. Herman Miller: 100 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 100 points
- h. Vendor J: 70 points

2. Product Evaluated Qualification 2 (100 Points): ANSI/BIFMA.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 85 points
- b. Global Industries: 60 points
- c. Haworth: 90 points
- d. Herman Miller: 95 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 95 points
- g. The Hon Company: 100 points
- h. Vendor J: 80 points

3. Product Evaluated Qualification 3 (100 Points): Versatility.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Global Industries: 85 points
- c. Haworth: 95 points
- d. Herman Miller: 85 points
- e. Krueger International: 85 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 85 points
- h. Vendor J: 70 points

4. Product Evaluated Qualification 4 (100 Points): Mandatory Products.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 95 points

- b. Global Industries: 85 points
- c. Haworth: 95 points
- d. Herman Miller: 95 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 95 points
- h. Vendor J: 70 points

5. Product Evaluated Qualification 5 (50 Points): Accessories.

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Allsteel: 40 points
- b. Global Industries: 42.5 points
- c. Haworth: 47.5 points
- d. Herman Miller: 50 points
- e. Krueger International: 47.5 points
- f. Steelcase Inc.: 42.5 points
- g. The Hon Company: 47.5 points
- h. Vendor J: 35 points

Product Evaluated Qualifications Conclusion

Of a possible 450 points in this evaluation stage, 337.5 points was required to pass to Stage 4. The total scores are as follows:

- a. Allsteel: 400 points
- b. Global Industries: 357.5 points
- c. Haworth: 422.5 points
- d. Herman Miller: 425 points
- e. Krueger International: 417.5 points
- f. Steelcase Inc.: 407.5 points
- g. The Hon Company: 427.5 points
- h. Vendor J: 325 points

Allsteel, Global Industries, Haworth, Herman Miller, Krueger International, Steelcase Inc., and The Hon Company, received enough points to move onto Stage 4. Vendor J did not receive enough points to move onto Stage 4.

Product Category #4: Panel Systems and Accessories

Stage 3b was composed of five (5) categories for a combined 450 possible points. The five (5) categories are as follows:

1. Product Evaluated Qualification 1 (100 Points): Category Capabilities, Components and Finishes.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Global Industries: 80 points
- c. Haworth: 95 points
- d. Herman Miller: 100 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 100 points

- h. Trendway Corporation: 75 points

2. Product Evaluated Qualification 2 (100 Points): ANSI/BIFMA.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 85 points
- b. Global Industries: 65 points
- c. Haworth: 90 points
- d. Herman Miller: 95 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 95 points
- g. The Hon Company: 100 points
- h. Trendway Corporation: 80 points

3. Product Evaluated Qualification 3 (100 Points): Versatility.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Global Industries: 85 points
- c. Haworth: 95 points
- d. Herman Miller: 85 points
- e. Krueger International: 85 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 85 points
- h. Trendway Corporation: 75 points

4. Product Evaluated Qualification 4 (100 Points): Mandatory Products.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 95 points
- b. Global Industries: 80 points
- c. Haworth: 95 points
- d. Herman Miller: 95 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 95 points
- h. Trendway Corporation: 75 points

5. Product Evaluated Qualification 5 (50 Points): Accessories.

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Allsteel: 42.5 points
- b. Global Industries: 40 points
- c. Haworth: 47.5 points
- d. Herman Miller: 47.5 points

- e. Krueger International: 47.5 points
- f. Steelcase Inc.: 42.5 points
- g. The Hon Company: 42.5 points
- h. Trendway Corporation: 37.5 points

Product Evaluated Qualifications Conclusion

Of a possible 450 points in this evaluation stage, 337.5 points was required to pass to Stage 4. The total scores are as follows:

- a. Allsteel: 402.5 points
- b. Global Industries: 350 points
- c. Haworth: 422.5 points
- d. Herman Miller: 422.5 points
- e. Krueger International: 417.5 points
- f. Steelcase Inc.: 407.5 points
- g. The Hon Company: 422.5 points
- h. Trendway Corporation: 342.5 points

Allsteel, Global Industries, Haworth, Herman Miller, Krueger International, Steelcase Inc., the Hon Company and Trendway Corporation, received enough points to move onto Stage 4.

Product Category #5: Storage and Accessories

Stage 3b was composed of five (5) categories for a combined 450 possible points. The five (5) categories are as follows:

1. Product Evaluated Qualification 1 (100 Points): Category Capabilities, Components and Finishes.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Global Industries: 80 points
- c. Haworth: 95 points
- d. Herman Miller: 100 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 100 points
- h. Trendway Corporation: 75 points

2. Product Evaluated Qualification 2 (100 Points): ANSI/BIFMA.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Global Industries: 60 points
- c. Haworth: 90 points
- d. Herman Miller: 95 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 95 points
- g. The Hon Company: 100 points
- h. Trendway Corporation: 80 points

3. Product Evaluated Qualification 3 (100 Points): Versatility.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 85 points
- b. Global Industries: 85 points
- c. Haworth: 95 points
- d. Herman Miller: 85 points
- e. Krueger International: 90 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 85 points
- h. Trendway Corporation: 75 points

4. Product Evaluated Qualification 4 (100 Points): Mandatory Products.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 95 points
- b. Global Industries: 80 points
- c. Haworth: 95 points
- d. Herman Miller: 95 points
- e. Krueger International: 100 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 95 points
- h. Trendway Corporation: 75 points

5. Product Evaluated Qualification 5 (50 Points): Accessories.

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Allsteel: 40 points
- b. Global Industries: 37.5 points
- c. Haworth: 47.5 points
- d. Herman Miller: 47.5 points
- e. Krueger International: 47.5 points
- f. Steelcase Inc.: 42.5 points
- g. The Hon Company: 42.5 points
- h. Trendway Corporation: 40 points

Product Evaluated Qualifications Conclusion

Of a possible 450 points in this evaluation stage, 337.5 points was required to pass to Stage 4. The total scores are as follows:

- a. Allsteel: 400 points
- b. Global Industries: 342.5 points
- c. Haworth: 422.5 points
- d. Herman Miller: 422.5 points
- e. Krueger International: 427.5 points
- f. Steelcase Inc.: 407.5 points
- g. The Hon Company: 422.5 points
- h. Trendway Corporation: 345 points

Allseating Corporation, Allsteel, Exemplis, Global Industries, Haworth, Herman Miller, Krueger International, Steelcase Inc., the Hon Company, and Trendway Corporation received enough points to move onto Stage 4.

Product Category #6: Architectural Products and Accessories

Stage 3b was composed of five (5) categories for a combined 450 possible points. The five (5) categories are as follows:

1. Product Evaluated Qualification 1 (100 Points): Category Capabilities, Components and Finishes.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Haworth: 95 points
- c. Krueger International: 95 points
- d. Steelcase Inc.: 90 points
- e. Trendway Corporation: 75 points

2. Product Evaluated Qualification 2 (100 Points): ANSI/BIFMA.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Haworth: 90 points
- c. Krueger International: 90 points
- d. Steelcase Inc.: 95 points
- e. Trendway Corporation: 70 points

3. Product Evaluated Qualification 3 (100 Points): Versatility.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Haworth: 95 points
- c. Krueger International: 85 points
- d. Steelcase Inc.: 90 points
- e. Trendway Corporation: 80 points

4. Product Evaluated Qualification 4 (100 Points): Mandatory Products.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 95 points
- b. Haworth: 95 points
- c. Krueger International: 95 points
- d. Steelcase Inc.: 90 points
- e. Trendway Corporation: 75 points

5. Product Evaluated Qualification 5 (50 Points): Accessories.

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Allsteel: 40 points
- b. Haworth: 47.5 points
- c. Krueger International: 45 points
- d. Steelcase Inc.: 42.5 points
- e. Trendway Corporation: 40 points

Product Evaluated Qualifications Conclusion

Of a possible 450 points in this evaluation stage, 337.5 points was required to pass to Stage 4. The total scores are as follows:

- a. Allsteel: 405 points
- b. Haworth: 422.5 points
- c. Krueger International: 410 points
- d. Steelcase Inc.: 407.5 points
- e. Trendway Corporation: 340 points

Allsteel, Haworth, Krueger International, Steelcase Inc., and Trendway Corporation received enough points to move onto Stage 4.

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V. STAGE 4: COST PROPOSAL

Cost made up 30% of the total evaluation criteria, with a maximum of 300 points available. Cost points were distributed based upon the following:

Purchasing will use the following cost formula for each cost category: The Offeror with the lowest total cost per product category shall receive 300 points (100% of the total cost points). Other Offerors will receive a portion of the cost points based on what ratio higher their total cost is than the lowest proposed total cost.

The Offerors received the following cost points:

Product Category #1: Office Seating and Accessories

Stage 4: Cost	Allseating Corporation	Allsteel	Exemplis	Global Industries	Haworth	Herman Miller	Krueger International Inc	Steelcase Inc	The Hon Company
	\$44,997.60	\$48,664.48	\$36,047.04	\$34,463.00	\$43,284.45	\$44,718.84	\$59,665.76	\$44,413.52	\$ 36,455.76
Cost Points	229.8	212.5	286.8	300.0	238.9	231.2	173.3	232.8	283.6

Product Category #2: Lounge and Public Seating and Accessories

Stage 4: Cost	Vendor K	Allsteel	Exemplis	Global Industries	Haworth	Herman Miller	Krueger International, Inc	Steelcase Inc	The Hon Company
	\$28,179.60	\$19,083.58	\$16,604.64	\$21,267.95	\$24,178.14	\$21,969.72	\$26,497.52	\$14,768.31	\$20,243.96
Cost Points	157.2	232.2	266.8	208.3	183.2	201.7	167.2	300.0	218.9

Product Category #3: Desks and Tables and Accessories

Stage 4: Cost	Allsteel	Global Industries	Haworth	Herman Miller	Krueger International, Inc	Steelcase Inc	The Hon Company
	\$18,814.29	\$14,659.70	\$12,388.02	\$15,564.55	\$23,220.40	\$11,768.56	\$13,786.00
Cost Points	187.7	240.8	285.0	226.8	152.0	300.0	243.3

Product Category #4: Panel Systems and Accessories

Stage 4: Cost	Allsteel	Global Industries	Haworth	Herman Miller	Krueger International, Inc	Steelcase Inc	The Hon Company	Vendor J
	\$1,530.67	\$1,659.90	\$2,402.78	\$2,115.84	\$2,806.72	\$1,589.28	\$1,248.32	\$2,412.90
Cost Points	244.7	225.6	155.9	177.0	133.4	235.6	300.0	155.2

Product Category #5: Storage and Accessories

Stage 4: Cost	Allsteel	Global Industries	Haworth	Herman Miller	Krueger International, Inc	Steelcase Inc	The Hon Company	Trendway Corporation
	\$16,495.34	\$18,361.20	\$17,064.68	\$16,610.01	\$18,001.76	\$16,601.84	\$17,943.84	\$21,313.80
Cost Points	300.0	269.5	290.0	297.9	274.9	298.1	275.8	232.2

Product Category #6: Architectural Products and Accessories

Stage 4: Cost	Allsteel	Haworth	Krueger International, Inc	Steelcase Inc	Trendway Corporation
	\$ 254,082.35	\$160,878.37	\$170,830.02	\$173,779.20	\$229,003.32
Cost Points	190.0	300.0	282.5	277.7	210.8

V. CONCLUSION

Of a possible 1,000 points, the Offerors received the following scores per category:

- Category #1: Office Seating and Accessories
 1. Allseating Corporation: 791.77 points
 2. Allsteel: 824.95 points
 3. Exemplis: 854.32 points
 4. Global Industries: 883 points
 5. Haworth Inc.: 900.86 points
 6. Herman Miller: 882.70 points
 7. Krueger International: 796.78 points
- Category #2: Lounge and Public Seating and Accessories
 1. Vendor K: 721.72 points
 2. Allsteel: 849.66 points
 3. Exemplis: 831.82 points
 4. Global Industries: 781.32 points
 5. Haworth Inc.: 835.24 points
 6. Herman Miller: 848.16 points
 7. Krueger International: 795.70 points

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| <ul style="list-style-type: none"> 8. Steelcase Inc: 873.79 points 9. The Hon Company: 938.60 points <ul style="list-style-type: none"> • Category #3: Desks and Tables and Accessories <ul style="list-style-type: none"> 1. Allsteel: 805.15 points 2. Global Industries: 826.33 points 3. Haworth Inc.: 942 points 4. Herman Miller: 880.83 points 5. Krueger International: 783.05 points 6. Steelcase Inc: 938.50 points 7. The Hon Company: 903.29 points • Category #5: Storage and Accessories <ul style="list-style-type: none"> 1. Allsteel: 917.50 points 2. Global Industries: 840.01 points 3. Haworth Inc.: 946.99 points 4. Herman Miller: 949.43 points 5. Krueger International: 915.90 points 6. Steelcase Inc: 936.58 7. The Hon Company: 930.78 points 8. Trendway Corporation: 790.18 points | <ul style="list-style-type: none"> 8. Steelcase Inc: 938.50 points 9. The Hon Company: 873.86 points <ul style="list-style-type: none"> • Category #4: Panel Systems and Accessories <ul style="list-style-type: none"> 1. Allsteel: 864.66 points 2. Global Industries: 803.61 points 3. Haworth Inc.: 812.86 points 4. Herman Miller: 828.50 points 5. Krueger International: 764.43 points 6. Steelcase Inc: 874.14 7. The Hon Company: 955 points 8. Vendor J: 710.71 • Category #6: Architectural Products and Accessories <ul style="list-style-type: none"> 1. Allsteel: 812.45 points 2. Haworth Inc.: 957 points 3. Krueger International: 906.02 points 4. Steelcase Inc: 916.23 points 5. Trendway Corporation: 763.75 points |
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Vendor K did not receive enough points to receive a contract award for Category #2: Lounge and Public Seating and Accessories.

Vendor J did not receive enough points to receive a contract award for Category #4: Panel Systems and Accessories.

Based on the justification outlined above, it is the opinion of the conducting procurement unit that the following Vendors be awarded contracts from solicitation CT22-79.

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|---|--|
| <ul style="list-style-type: none"> • Category #1: Office Seating and Accessories <ul style="list-style-type: none"> 1. Allseating Corporation: 791.77 points 2. Allsteel: 824.95 points | <ul style="list-style-type: none"> • Category #2: Lounge and Public Seating and Accessories <ul style="list-style-type: none"> 1. Allsteel: 849.66 points 2. Exemplis: 831.82 points |
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 4. Global Industries: 883 points
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- Category #4: Panel Systems and Accessories
 1. Allsteel: 864.66 points
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