

HON Furnishings RFP#101102-F
Ranking

Criteria	Total Possible Points	Office Depot	Plano Office Supply	Staples	Worthington Direct
1 Over all Discount Does the vendor have the best over all discount?	60	58	60	59	57
2 Company Size Can the vendor meet the demand of the district?	10	10	10	10	9
3 Installation Does the vendor understand the installation requirements?	10	10	10	10	0
4 Past Experience Does the district have a past experience with the vendor? Was the experience a good one?	10	10	10	10	10
5 Proposed Brands Did the vendor propose the products as specified?	10	10	10	10	10
Possible Points:	100	98	100	99	86

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Tabulation

	Proposal	Office Depot	Plano Office Supply	Staples	Worthington Direct
1	Discount-off current list price HON	52.44%	61.10%	57.60%	5.00%
	Discount-off current list price Community	52.44%	40.10%	50.00%	5.00%
	Discount-off current list price Other	N/A	61.10%	N/A	5.00%
	Other Brand Name		Allsteel		All products on Web or in Catalog
	Minimum dollar amount per order to receive discount - warehouse.	No Minimum	\$7,500.00 List / \$2,918.00 Net	\$ 1.00	No Minimum
	Minimum dollar amount per order to receive discount - installed	No Minimum	\$ 150.00	\$ 1.00	No Minimum
2	Briefly describe your ability to provide quantities of products needed to outfit new schools in a short period of time	Small quantities delivered within a few days. Large quantities are subject to factory lead times.	4th largest Hon dealer in the US	Largest contract furniture dealership in the US and has access to 200 different lines of furniture with various lead times.	Lead-times vary but do have a lot of quickship items.
3	I understand the installation fees and requirements. Yes/no	Yes	Yes	Yes	No
4	Briefly describe your installation program and crew size that would be dedicated to a Denton ISD project.	Full service furniture team.	6 trucks and 18 employees	Staples assigns professional installers according to the scope of the project.	Worthington does not provide installation.
5	What is the general delivery time (in days/weeks) between receiving a purchase order and actual delivery?	4-6 weeks, 3-5 days for small quantities	4 weeks	Delivery is based off manufacturers current lead times.	2-3 weeks
6	Other info you feel is important for the district to know about your company.	over 1,000 furniture items stocked in distribution centers	Long time provider to Denton ISD	Business Interiors by Staples is the largest contract furniture dealership in the US	