

Proposal for HON Furnishings 2005-06  
Ranking

Criteria	Total Possible Points	Plano Office Supply	Office Depot	Texas Furniture Source, Inc.
<b>1 Over all Discount</b> Does the vendor have the best over all discount?	<b>60</b>	60	58	59
<b>2 Company Size</b> provide the quantities needed for multiple new schools?	<b>10</b>	10	10	10
<b>3 Installation</b> Does the vendor understand the installation requirements?	<b>10</b>	10	10	10
<b>4 Past Experience</b> Does the district have a past experience with the vendor?  Was the experience a good one?	<b>10</b>	10	10	10
<b>5 Proposed Brands</b> Did the vendor propose the products as specified?	<b>10</b>	10	9	10
<b>Possible Points:</b>	<b>100</b>	<b>100</b>	<b>97</b>	<b>99</b>

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Tabulation

	Proposal	Plano Office Supply	Office Depot	Texas Furniture Source, Inc.
<b>1</b>	Discount-off current list price HON	62.30%	47.00%	58.70%
	Discount-off current list price Community	51.00%	no proposal	48.90%
	Discount-off current list price Other	51.00%	50.00%	50% Fireking/44% Brettford and 52.5 % Global
	Other Brand Name	Fairfield	Hon-in stock products	
	Minimum dollar amount per order to receive discount - warehouse.	\$ 3,770.00	no minimum	no minimum
	Minimum dollar amount per order to receive discount - installed	\$ 100.00	no proposal	no minimum
<b>2</b>	Briefly describe your ability to provide quantities of products needed to outfit new schools in a short period of time	Has 54,000 sq. ft. warehouse and fleet of 16 truck ready to deliver at any time.	stocks large amt of product in local CSC.	Meet truck at job site to unload/using local warehouse stock decreases turnaround time.
<b>3</b>	I understand the installation fees and requirements. Yes/no	Yes	Yes	Yes
<b>4</b>	Briefly describe your installation program and crew size that would be dedicated to a Denton ISD project.	Crew leaders have over 20 yrs experience/employees over 65 for summer installations	Has a team of furniture people dedicated solely to deliver small qtys/contract with Business Environments for project size installations.	Owns own trucks and hires own crews/max crew 10-12 men/more during summer.
<b>5</b>	What is the general delivery time (in days/weeks) between receiving a purchase order and actual delivery?	4-6 weeks	in-stock: next-day Special orders: 3-4 weeks.	approximately 4 weeks.
<b>6</b>	Other info you feel is important for the district to know about your company.	On TXMAS thru TBPC/has enjoyed working with district for past 15 years.		Holds HON account for Denton County/City of denton. Will provide references upon request