

**BID B12.020 PURCHASE AND INSTALLATION OF FURNITURE**  
**Contract Period: One year with two one-year subsequent renewal options.**  
**Pricing structure is percentage discount off retail list pricing for normal delivery.**

| Description  | Crawford & Co. | Furniture by William Webb | GM Business Interiors *                              | Highsmith, Inc. | Krueger International                         | Spectrum Industries * |
|--|----------------|---------------------------|--|-----------------|---|-----------------------|
| 1. Ergonomic Seating<br>Standard Service<br>\$1 - \$100M<br>Over \$100M<br>Turn-Key Service<br>\$1 - \$100M<br>\$100,001 - \$250M<br>\$250,001 - \$500M<br>\$500,001 - \$750M<br>Over \$750M | No Bid         | No Bid                    | 53%<br>53%<br>50%<br>50%<br>50%<br>50%<br>Negotiable | No Bid          | 50%<br>55%<br>48%<br>51%<br>52%<br>53%<br>55% | No Bid                |
| 2. Stacking Seating<br>Standard Service<br>\$1 - \$100M<br>Over \$100M<br>Turn-Key Service<br>\$1 - \$100M<br>\$100,001 - \$250M<br>\$250,001 - \$500M<br>\$500,001 - \$750M<br>Over \$750M  | No Bid         | No Bid                    | 55%<br>55%<br>52%<br>52%<br>52%<br>52%<br>Negotiable | No Bid          | 50%<br>55%<br>48%<br>51%<br>52%<br>53%<br>55% | No Bid                |

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|--|----------------|---------------------------|--|-----------------|---|-----------------------|
| 3. Classroom Seating<br>Standard Service<br>\$1 - \$100M<br>Over \$100M<br>Turn-Key Service<br>\$1 - \$100M<br>\$100,001 - \$250M<br>\$250,001 - \$500M<br>\$500,001 - \$750M<br>Over \$750M | No Bid         | No Bid                    | 58%<br>58%<br>55%<br>55%<br>55%<br>Negotiable        | No Bid          | 48%<br>50%<br>45%<br>46%<br>47%<br>48%<br>50% | No Bid                |
| 4. Lounge Seating<br>Standard Service<br>\$1 - \$100M<br>Over \$100M<br>Turn-Key Service<br>\$1 - \$100M<br>\$100,001 - \$250M<br>\$250,001 - \$500M<br>\$500,001 - \$750M<br>Over \$750M    | No Bid         | No Bid                    | 47%<br>47%<br>44%<br>44%<br>44%<br>44%<br>Negotiable | No Bid          | 50%<br>55%<br>48%<br>51%<br>52%<br>53%<br>55% | No Bid                |

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|---|----------------|---------------------------|--|-----------------|---|-----------------------|
| 5. Filing and Storage<br>Standard Service<br>\$1 - \$100M<br>Over \$100M<br>Turn-Key Service<br>\$1 - \$100M<br>\$100,001 - \$250M<br>\$250,001 - \$500M<br>\$500,001 - \$750M<br>Over \$750M | No Bid         | No Bid                    | 67%<br>67%<br>62%<br>62%<br>62%<br>62%<br>Negotiable | No Bid          | 50%<br>55%<br>48%<br>51%<br>52%<br>53%<br>55% | No Bid                |
| 6. Tables<br>Standard Service<br>\$1 - \$100M<br>Over \$100M<br>Turn-Key Service<br>\$1 - \$100M<br>\$100,001 - \$250M<br>\$250,001 - \$500M<br>\$500,001 - \$750M<br>Over \$750M             | No Bid         | No Bid                    | 69%<br>69%<br>64%<br>64%<br>64%<br>64%<br>Negotiable | No Bid          | 50%<br>55%<br>48%<br>51%<br>52%<br>53%<br>55% | No Bid                |

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|---|----------------|---------------------------|--|-----------------|---|-----------------------|
| 7. Powered Tables<br>Standard Service<br>\$1 - \$100M<br>Over \$100M<br>Turn-Key Service<br>\$1 - \$100M<br>\$100,001 - \$250M<br>\$250,001 - \$500M<br>\$500,001 - \$750M<br>Over \$750M | No Bid         | No Bid                    | 69%<br>69%<br>64%<br>64%<br>64%<br>64%<br>Negotiable | No Bid          | 48%<br>50%<br>43%<br>44%<br>45%<br>46%<br>48% | No Bid                |
| 8. Systems<br>Standard Service<br>\$1 - \$100M<br>Over \$100M<br>Turn-Key Service<br>\$1 - \$100M<br>\$100,001 - \$250M<br>\$250,001 - \$500M<br>\$500,001 - \$750M<br>Over \$750M        | No Bid         | No Bid                    | 71%<br>71%<br>66%<br>66%<br>66%<br>66%<br>Negotiable | No Bid          | 50%<br>55%<br>48%<br>51%<br>52%<br>53%<br>55% | No Bid                |

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|---|----------------|---------------------------|--|-----------------|---|-----------------------|
| 9. Modular Desking Systems<br>Standard Service<br>\$1 - \$100M<br>Over \$100M<br>Turn-Key Service<br>\$1 - \$100M<br>\$100,001 - \$250M<br>\$250,001 - \$500M<br>\$500,001 - \$750M<br>Over \$750M            | No Bid         | No Bid                    | 52%<br>52%<br>47%<br>47%<br>47%<br>47%<br>Negotiable | No Bid          | 50%<br>55%<br>48%<br>51%<br>52%<br>53%<br>55% | No Bid                |
| 10. Library Furniture/Wood Case Goods<br>Standard Service<br>\$1 - \$100M<br>Over \$100M<br>Turn-Key Service<br>\$1 - \$100M<br>\$100,001 - \$250M<br>\$250,001 - \$500M<br>\$500,001 - \$750M<br>Over \$750M | No Bid         | No Bid                    | No Bid   | No Bid          | 48%<br>50%<br>43%<br>44%<br>45%<br>46%<br>48% | No Bid                |

| Description   | Crawford & Co. | Furniture by William Webb | GM Business Interiors *   | Highsmith, Inc. | Krueger International   | Spectrum Industries *  |
|---|----------------|---------------------------|---|-----------------|---|--|
| 11. Other Series of Furniture<br>Standard Service<br>\$1 - \$100M<br>Over \$100M<br>Turn-Key Service<br>\$1 - \$100M<br>\$100,001 - \$250M<br>\$250,001 - \$500M<br>\$500,001 - \$750M<br>Over \$750M | No Bid         | No Bid                    | 58%<br>58%<br>55%<br>55%<br>55%<br>Negotiable<br>Sit On It, Focus<br>Mid Back | No Bid          | 45%<br>47%<br>40%<br>41%<br>42%<br>43%<br>45%<br>Intellect, Ivy<br>League,<br>Intellect Wave                  | 42%<br>44.5%<br>32%<br>34.5%<br>35.5%<br>38%<br>40%<br>No specific<br>lines identified |
| 12. Other Series of Furniture<br>Standard Service<br>\$1 - \$100M<br>Over \$100M<br>Turn-Key Service<br>\$1 - \$100M<br>\$100,001 - \$250M<br>\$250,001 - \$500M<br>\$500,001 - \$750M<br>Over \$750M | N/A            | N/A                       | N/A   | N/A             | 50%<br>52%<br>Negotiable<br>Negotiable<br>Negotiable<br>Negotiable<br>Negotiable<br>Genius Wall,<br>LightLine | N/A  |

| <b>Description</b>  | <b>Crawford &amp; Co.</b> | <b>Furniture by William Webb</b> | <b>GM Business Interiors *</b> | <b>Highsmith, Inc.</b> | <b>Krueger International</b> | <b>Spectrum Industries *</b> |
|---|---------------------------|----------------------------------|--------------------------------|------------------------|------------------------------|------------------------------|
| 13. Hourly rate for design services that fall outside the scope of normal turn-key services and in excess of one major design revision. | No Bid                    | No Bid                           | \$65.00/Hr                     | No Bid                 | \$45.00/Hr                   | N/A                          |
| 14. Hourly rate for installation services that fall outside the scope of normal turn-key services.                                      | No Bid                    | No Bid                           | \$38.00/Hr                     | No Bid                 | \$54.00/Hr                   | \$175.00/Hr                  |
| 15. Company provides design services.   | No Bid                    | No Bid                           | Yes                            | No Bid                 | Yes                          | No                           |
| 16. Company provides installation services.   | No Bid                    | No Bid                           | Yes                            | No Bid                 | Yes                          | Yes                          |

\* = Bid deemed nonresponsive.

Bids were sent to: BKM Officeworks, Business Office Outfitters, Modular Systems Network, Office Pavilion, San Diego Office Interiors, Southwest School & Office Supply, Krueger International, Design Options, OfficeMax, Virco Manufacturing, Parron Hall Office Interiors, Ozier Enterprises, Inc., Office Depot, Furniture Resources, Spectrum Industries, Give Something Back Office Supplies, Culver-Newlin, Inc., Highsmith, Inc., ATD American Company, G/M Business Interiors, Furniture by William Webb, Crawford & Company, and Haskell Office LLC.

Recommended Award: Krueger International.