



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

10/15/2021 | 3:47 PM CDT

Ms.Elizabeth Ferrara  
Patterson Pope  
509 Main Street  
Nashville, TN 37206-3601

Re: **RFQ # 117217, Furniture and Furnishings**

Dear Ms. Ferrara:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 117217 for Furniture and Furnishings. This letter hereby notifies you of Metro's intent to award to Patterson Pope the following brand from (Group B) Patterson Pope, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally, the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Christopher Wood, BAO Representative, at (615) 862-6710 or at christopher.wood@nashville.gov.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Sandra Walker by email at sandra.walker@nashville.gov Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

*Michelle A. Hernandez Lane*

Michelle A. Hernandez Lane  
Purchasing Agent

Cc: Solicitation File, Other Offerors

**Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.**

**A. Right to Protest.** Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

[Procurement Division](#)

730 Second Avenue South, Suite 112  
P.O. Box 196300  
Nashville, Tennessee 37219-6300

[www.Nashville.gov](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179

Global Furniture Group				
RFQ: 117217-Furniture and Furnishings	Experience and Qualifications (30 Points)	Approach and Methodology (30 Points)	Cost (40 Points)	Totals (100 Points)
<b>A-Z Office Resources</b>	26.00	28.00	36.73	90.73
Alfred Williams and Company	20.00	25.00	40.00	85.00
Facility Planners	19.00	20.00	25.00	64.00
Nashville Office Interiors	29.00	30.00	31.58	90.58
ORI Acquisitions Inc. DBA Office Resources Inc.	26.00	27.00	37.50	90.50

117217-Furniture and Furnishings	Brand	Max. RFP Cost Points
	Global Furniture Group	40
Offeror's Name	Total Estimated Cost Based on Submitted Discount	RFP Cost Point Distribution
A-Z Office Resources	\$49,000.00	36.73
Alfred Williams and Company	\$45,000.00	40.00
Facility Planners	\$72,000.00	25.00
Nashville Office Interiors	\$57,000.00	31.58
ORI Acquisitions Inc. DBA Office Resources Inc.	\$48,000.00	37.50

**\*Did Not Propose on Brand**

HST Interior Elements  
Patterson Pope Inc.  
Vari Sales Corporation

**A-Z Office Resources**

**Strengths-** Good overall Experience and Qualifications and Approach and Methodology. Strong product lines. Projects listed were of similar scope to Metro.

**Weakness -** Vendor failed to provide MNPD background checks as required by the solicitation, vendor referred to ADP background checks. Training programs for installers on installing products and jobsite safety lacked specific detail. Process for keeping Metro informed until punch list items are corrected lacked specific detail.

**Alfred Williams and Company**

**Strengths-** Good overall Experience and Qualifications and Approach and Methodology. Strong product lines. Process for field measurement verification very detailed.

**Weakness -** Failed to provide dollar value, type of project, begin and end dates of projects on referenced projects. Failed to provide a response on training program for installers on products and jobsite safety and PPE gear on jobsites. Answers were difficult to locate. Vendor referenced former solicitation questions in proposal. Failed to provide a response for keeping Metro informed until punch list items are corrected.

**Facility Planners**

**Strengths-** Projects listed were of similar scope to Metro. Process and time frame to turn around a product quote was detailed. Process and time frame to turn around a quote that involves design and specifications was detailed.

**Weakness -** Overall Experience and Qualifications was boilerplate. Manufacturer list and number of years vendor have been a dealer for the product lines lacked specific detail. Failed to provide type of project on referenced projects. Failed to provide percentage of vendor's time that would be dedicated to Metro's contract. Overall answers were difficult to locate. Contact for delayed delivery issues, damaged product issues, and warranty issues lacked specific detail. Training program for installers on products and jobsite safety lacked specific detail. Failed to provide a response PPE gear on jobsites. Direct delivery process for unforeseen reasons lacked specific detail. Vendor referenced former solicitation questions in proposal.

**Nashville Office Interiors**

**Strengths-** Good overall Experience and Qualifications and Approach and Methodology. Projects listed were of similar scope to Metro. Strong product list. Detailed process for shipment, delivery, and scheduling installations. Detailed process on Metro's point of contact for delayed delivery issues, damaged product issues, and warranty issues. Provided a detailed process and time frame to turn around a product quote. Provided a detailed process and time frame to turn around a quote that involves design and specifications.

**Weakness -** Attached business license was blank.

**ORI Acquisitions Inc. DBA Office Resources Inc.**

**Strengths-** Good overall Experience and Qualifications and Approach and Methodology. Strong product line. Detailed response to process and time frame to turn around a quote that involves design and specifications. Projects of similar scope.

**Weakness -** Vendor referenced former solicitation questions in proposal. Failed to provide a response to PPE for installers on jobsite. Training program for installers on products and jobsite safety lacked specific detail. Failed to provide a response on process to insure against site damage in new construction and existing facilities.

Groupe Lacasse				
RFQ: 117217-Furniture and Furnishings	Experience and Qualifications (30 Points)	Approach and Methodology (30 Points)	Cost (40 Points)	Totals (100 Points)
HST Interior Elements	30.00	28.00	40.00	98.00

117217-Furniture and Furnishings	Brand	Max. RFP Cost Points
	Groupe Lacasse	40
Offeror's Name	Total Estimated Cost Based on Submitted Discount	RFP Cost Point Distribution
HST Interior Elements	\$47,000.00	40.00

**\*Did Not Propose on Brand**

A-Z Office Resources  
 Alfred Williams and Company  
 Facility Planners  
 Nashville Office Interiors  
 ORI Acquisitions Inc. DBA Office Resources Inc.  
 Patterson Pope Inc.  
 Vari Sales Corporation

**HST Interior Elements**

**Strengths-** Good overall Experience and Qualifications and Approach and Methodology. Projects listed were of similar scope to Metro. Strong product list. Detailed process and time frame to turn around a product quote. Provided a tracking orders spreadsheet. Direct delivery process for unforeseen reasons very detail.

**Weakness -** Process for field measurement verification lacked specific detailed. Failed to provide a response on if site damages were to occur as a result of your delivery and installation, what steps do you take to correct the damage.

Haworth				
RFQ: 117217-Furniture and Furnishings	Experience and Qualifications (30 Points)	Approach and Methodology (30 Points)	Cost (40 Points)	Totals (100 Points)
Nashville Office Interiors	29.00	30.00	40.00	99.00

117217-Furniture and Furnishings	Brand	Max. RFP Cost Points
	Haworth	40
Offeror's Name	Total Estimated Cost Based on Submitted Discount	RFP Cost Point Distribution
Nashville Office Interiors	\$30,000.00	40.00

\*Did Not Propose on Brand

- A-Z Office Resources
- Alfred Williams and Company
- Facility Planners
- HST Interior Elements
- ORI Acquisitions Inc. DBA Office Resources Inc.
- Patterson Pope Inc.
- Vari Sales Corporation

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RFQ: 117217-Furniture and Furnishings	Experience and Qualifications (30 Points)	Approach and Methodology (30 Points)	Cost (40 Points)	Totals (100 Points)
<b>Alfred Williams and Company</b>	20.00	25.00	40.00	85.00

Herman Miller		
117217-Furniture and Furnishings	Brand	Max. RFP Cost Points
	<b>Herman Miller</b>	<b>40</b>
Officer's Name	Total Estimated Cost Based on Submitted Discount	RFP Cost Point Distribution
<b>Alfred Williams and Company</b>	\$68,000.00	<b>40.00</b>

**\*Did Not Propose on Brand**

- A-Z Office Resources
- Facility Planners
- HST Interior Elements
- Nashville Office Interiors
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- Patterson Pope Inc.
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**Alfred Williams and Company**

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Jasper				
RFQ: 117217-Furniture and Furnishings	Experience and Qualifications (30 Points)	Approach and Methodology (30 Points)	Cost (40 Points)	Totals (100 Points)
A-Z Office Resources	26.00	28.00	38.18	92.18
Alfred Williams and Company	20.00	25.00	40.00	85.00
Facility Planners	19.00	20.00	31.70	70.70
HST Interior Elements	30.00	28.00	31.11	89.11
Nashville Office Interiors	29.00	30.00	35.74	94.74
ORI Acquisitions Inc. DBA Office Resources Inc.	26.00	27.00	37.33	90.33

117217-Furniture and Furnishings	Brand	Max. RFP Cost Points
	Jasper	40
Officer's Name	Total Estimated Cost Based on Submitted Discount	RFP Cost Point Distribution
A-Z Office Resources	\$44,000.00	38.18
Alfred Williams and Company	\$42,000.00	40.00
Facility Planners	\$53,000.00	31.70
HST Interior Elements	\$54,000.00	31.11
Nashville Office Interiors	\$47,000.00	35.74
ORI Acquisitions Inc. DBA Office Resources Inc.	\$45,000.00	37.33

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 Patterson Pope Inc.  
 Vari Sales Corporation

**A-Z Office Resources**

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**Weakness -** Vendor failed to provide MNPD background checks as required by the solicitation, vendor referred to ADP background checks. Training programs for installers on installing products and jobsite safety lacked specific detail. Process for keeping Metro informed until punch list items are corrected lacked specific detail.

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**Facility Planners**

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**HST Interior Elements**

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**Nashville Office Interiors**

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	OFS Brands			
RFQ: 117217-Furniture and Furnishings	Experience and Qualifications (30 Points)	Approach and Methodology (30 Points)	Cost (40 Points)	Totals (100 Points)
A-Z Office Resources	26.00	28.00	38.22	92.22
Alfred Williams and Company	20.00	25.00	40.00	85.00
Facility Planners	19.00	20.00	29.15	68.15
HST Interior Elements	30.00	28.00	29.15	87.15
Nashville Office Interiors	29.00	30.00	40.00	99.00
ORI Acquisitions Inc. DBA Office Resources Inc.	26.00	27.00	40.00	93.00

117217-Furniture and Furnishings	Brand	Max. RFP Cost Points
	OFS Brands	40
Offeror's Name	Total Estimated Cost Based on Submitted Discount	RFP Cost Point Distribution
A-Z Office Resources	\$45,000.00	38.22
Alfred Williams and Company	\$43,000.00	40.00
Facility Planners	\$59,000.00	29.15
HST Interior Elements	\$59,000.00	29.15
Nashville Office Interiors	\$43,000.00	40.00
ORI Acquisitions Inc. DBA Office Resources Inc.	\$43,000.00	40.00

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**A-Z Office Resources**

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Patterson Pope				
RFQ: 117217-Furniture and Furnishings	Experience and Qualifications (30 Points)	Approach and Methodology (30 Points)	Cost (40 Points)	Totals (100 Points)
Patterson Pope Inc.	27.00	20.00	40.00	87.00

117217-Furniture and Furnishings	Brand	Max. RFP Cost Points
	Patterson Pope	40
Offeror's Name	Total Estimated Cost Based on Submitted Discount	RFP Cost Point Distribution
Patterson Pope Inc.	\$55,000.00	40.00

**\*Did Not Propose on Brand**

- A-Z Office Resources
- Alfred Williams and Company
- Facility Planners
- HST Interior Elements
- Nashville Office Interiors
- ORI Acquisitions Inc. DBA Office Resources Inc.
- Vari Sales Corporation

**Patterson Pope Inc.**

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Failed to provide begin and end dates for projects. Failed to provide a response to PPE for installers on jobsite. Failed to provide a response for training program for installers on products and jobsite safety. Process and time frame to turn around a product quote lacked specific detail. Response to correct product short ships lacked specific detail. Failed to provide a response on process to insure against site damage in new construction and existing facilities

Steelcase		Approach and Methodology (30 Points)	Cost (40 Points)	Totals (100 Points)
RFQ: 117217-Furniture and Furnishings	Experience and Qualifications (30 Points)			
ORI Acquisitions Inc. DBA Office Resources Inc.	26.00	27.00	40.00	93.00

117217-Furniture and Furnishings	Brand	Max. RFP Cost Points
	Steelcase	40
Offeror's Name	Total Estimated Cost Based on Submitted Discount	RFP Cost Point Distribution
ORI Acquisitions Inc. DBA Office Resources Inc.	\$72,000.00	40.00

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 Facility Planners  
 HST Interior Elements  
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