



Fayette County Public Schools Purchasing Department

205 LaFayette Avenue, LaFayette Educational Center,
Building A, Fayetteville, GA 30214
(770) 460-3535 ext. 1043 or purchasing@mail.fcboe.org

Notice of Intent to Award

*Student Desks and Chairs for the new JC Booth Middle School (Stagecoach Road)
RFP 22-007-075*

Monday, August 16, 2021

The Fayette County Public Schools Purchasing Department would like to thank all respondents who participated in this solicitation.

The intent of this notice is to communicate the preliminary results of the selection process performed by the Purchasing Department and end-users. This is not an acceptance of your response, nor is it a confirmation of a contract or order. Based on the dollar value of this solicitation, final approval may be required from the Superintendent or the Board of Education as required by policy.

Selected Respondent:

Georgia Specialty Equipment LLC
137 North 85 Parkway
Fayetteville, Georgia 30214

Award Term:

August 16, 2021 - June 30, 2022

The following staff may be contacted for more information:

For project coordination including ordering and delivery:

Mike Satterfield
770-460-3522 and satterfield.mike@fcboe.org

For contract/solicitation questions:

Jamie Marrero, Purchasing Associate
770-460-3522 or marrero.jamie@fcboe.org

For accounts payable or billing information:

Finance Department, Accounts Payable
770-460-3535 or invoices.finance@mail.fcboe.org

Vendor Name	Tabulated Score	Total Project Cost	Student Desks	Student Chairs
HCONE International Implex LLC	83.5	\$252,315.72	\$172,130.00	\$80,185.72
Staples	38.5	\$471,023.35		
Georgia Institutional Furnishings	70	\$491,126.40	\$354,550.00	\$136,576.40
ConServ Company	40	\$486,472.92	\$321,846.00	\$164,626.92
Georgia Specialty Equipment LLC	100	\$244,533.64	\$174,062.00	\$70,471.64
Lakeshore Equipment Company	64	\$636,192.72	\$477,470.00	\$158,722.72
Rowan & Wallace LLC	50	\$493,180.00	\$303,800.00	\$189,380.00
Ernie Morris	90	\$306,424.96	\$203,224.00	\$103,200.96

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided completed Solicitation Response Form, as required.	5	5
	Respondent provided Letter of Interest, as required.	5	5
	Respondent provided Technical Proposal/Product Data, as required.	5	5
	Respondent has completed Business Capability Form/Provided Qualifications and Experience, as required.	5	0
	Respondent provided completed Reference Form/Letters of Recommendation, as required.	5	5
	Respondent provided warranty paperwork, as required.	5	5
	Respondent provided completed Cost Proposal, as required.	5	5
	Respondent provided a detailed timeline, as required.	5	0
SECTION TOTAL		40	30
<i>Technical Specifications Scoring</i>			
	Technical specifications met or exceeding the minimum requirements	10	10
SECTION TOTAL		10	10
<i>Pricing Analysis</i>			
		<i>Unit Cost</i>	Total Cost
	Student Desk (Qty. 1,400)	\$122.95	\$172,130.00
	Student Chair (Qty. 2,228)	\$35.99	\$80,185.72
	Total Project Cost (Including Delivery and Installation)		\$252,315.72
SECTION TOTAL		50	48.5
TOTAL TABULATED SCORE		100	83.5
Notes:	Respondent did not provide completed Business Capability Form, as required.	-5 Points	
	Respondent did not provide a detailed timeline, as required.	-5 Points	
	Bid submission was not bound in one document, multiple separate documents were submitted. (Reference Title 6 Proposal Delivery Item ii of solicitation) No attachments were labeled properly, as required. (Reference Title 7 Attachments Item b of solicitation)	-5 Points	

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided completed Solicitation Response Form, as required.	5	0
	Respondent provided Letter of Interest, as required.	5	5
	Respondent provided Technical Proposal/Product Data, as required.	5	5
	Respondent has completed Business Capability Form/Provided Qualifications and Experience, as required.	5	2.5
	Respondent provided completed Reference Form/Letters of Recommendation, as required.	5	0
	Respondent provided warranty paperwork, as required.	5	0
	Respondent provided completed Cost Proposal, as required.	5	0
	Respondent provided a detailed timeline, as required.	5	0
SECTION TOTAL		40	12.5
<i>Technical Specifications Scoring</i>			
	Technical specifications met or exceeding the minimum requirements	10	5
SECTION TOTAL		10	5
<i>Pricing Analysis</i>			
		<i>Unit Cost</i>	<i>Total Cost</i>
	Student Desk (Qty. 1,400)		
	Student Chair (Qty. 2,228)		
	Total Project Cost (Including Delivery and Installation)		\$471,023.35
SECTION TOTAL		50	26
TOTAL TABULATED SCORE		100	38.5
Notes:	Respondent did not provide completed Solicitation Response Form, as required.	-5 Points	
	Respondent did not provide Qualifications and Experience (Could not answer questions in regards to this request), as required.	-2.5 Points	
	Respondent did not provide completed Reference Form/Letters of Recommendation, as required.	-5 Points	
	Respondent did not provide warranty paperwork, as required.	-5 Points	
	Respondent did not provide completed Cost Proposal, as required. (Pricing provided was not organized and lacking information)	-5 Points	
	Respondent did not provide a detailed timeline, as required.	-5 Points	
	Technical Specifications were lacking, more information needed.	-5 Points	
	Bid submission included excel/google sheet, which is not proper format for bid submission. (Reference Title 6 Proposal Delivery Item i of solicitation) Bid submission was not bound in one document, multiple separate documents were submitted. (Reference Title 6 Proposal Delivery Item ii of solicitation) No attachments were labeled properly, as required. (Reference Title 7 Attachments Item b of solicitation)	-5 Points	

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided completed Solicitation Response Form, as required.	5	5
	Respondent provided Letter of Interest, as required.	5	5
	Respondent provided Technical Proposal/Product Data, as required.	5	5
	Respondent has completed Business Capability Form/Provided Qualifications and Experience, as required.	5	5
	Respondent provided completed Reference Form/Letters of Recommendation, as required.	5	5
	Respondent provided warranty paperwork, as required.	5	5
	Respondent provided completed Cost Proposal, as required.	5	5
	Respondent provided a detailed timeline, as required.	5	5
SECTION TOTAL		40	40
<i>Technical Specifications Scoring</i>			
	Technical specifications met or exceeding the minimum requirements	10	5
SECTION TOTAL		10	5
<i>Pricing Analysis</i>			
		<i>Unit Cost</i>	Total Cost
	Student Desk (Qty. 1,400)	\$253.25	\$354,550.00
	Student Chair (Qty. 2,228)	\$61.30	\$136,576.40
	Total Project Cost (Including Delivery and Installation)		\$491,126.40
SECTION TOTAL		50	25
TOTAL TABULATED SCORE		100	70
Notes:	Respondent bid 16 gauge and 18 gauge steel, minimum requirements were 14 gauge and 16 gauge.	-5 Points	

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided completed Solicitation Response Form, as required.	5	5
	Respondent provided Letter of Interest, as required.	5	0
	Respondent provided Technical Proposal/Product Data, as required.	5	0
	Respondent has completed Business Capability Form/Provided Qualifications and Experience, as required.	5	2.5
	Respondent provided completed Reference Form/Letters of Recommendation, as required.	5	2.5
	Respondent provided warranty paperwork, as required.	5	0
	Respondent provided completed Cost Proposal, as required.	5	5
	Respondent provided a detailed timeline, as required.	5	0
SECTION TOTAL		40	15
<i>Technical Specifications Scoring</i>			
	Technical specifications met or exceeding the minimum requirements	10	0
SECTION TOTAL		10	0
<i>Pricing Analysis</i>			
		<i>Unit Cost</i>	<i>Total Cost</i>
	Student Desk (Qty. 1,400)	\$229.89	\$321,846.00
	Student Chair (Qty. 2,228)	\$73.89	\$164,626.92
	Total Project Cost (Including Delivery and Installation)		\$486,472.92
SECTION TOTAL		50	25
TOTAL TABULATED SCORE		100	40
Notes:	Respondent did not provide Letter of Interest, as required.	-5 Points	
	Respondent did not provide Technical Proposal/Product Data, as required.	-5 Points	
	Respondent did not provide completed Business Capability Form but provided Statement of Bidder's Qualifications, as required.	-2.5 Points	
	Respondent did not provide Letters of Recommendation, as required. (Only References)	-2.5 Points	
	Respondent did not provide warranty paperwork, as required.	-5 Points	
	Respondent did not provide a detailed timeline, as required.	-5 Points	
	Respondent did not provide Technical Specifications, as required.	-10 Points	

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided completed Solicitation Response Form, as required.	5	5
	Respondent provided Letter of Interest, as required.	5	5
	Respondent provided Technical Proposal/Product Data, as required.	5	5
	Respondent has completed Business Capability Form/Provided Qualifications and Experience, as required.	5	5
	Respondent provided completed Reference Form/Letters of Recommendation, as required.	5	5
	Respondent provided warranty paperwork, as required.	5	5
	Respondent provided completed Cost Proposal, as required.	5	5
	Respondent provided a detailed timeline, as required.	5	5
SECTION TOTAL		40	40
<i>Technical Specifications Scoring</i>			
	Technical specifications met or exceeding the minimum requirements	10	10
SECTION TOTAL		10	10
<i>Pricing Analysis</i>			
		<i>Unit Cost</i>	Total Cost
	Student Desk (Qty. 1,400)	\$124.33	\$174,062.00
	Student Chair (Qty. 2,228)	\$31.63	\$70,471.64
	Total Project Cost (Including Delivery and Installation)		\$244,533.64
SECTION TOTAL		50	50
TOTAL TABULATED SCORE		100	100

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided completed Solicitation Response Form, as required.	5	5
	Respondent provided Letter of Interest, as required.	5	5
	Respondent provided Technical Proposal/Product Data, as required.	5	5
	Respondent has completed Business Capability Form/Provided Qualifications and Experience, as required.	5	5
	Respondent provided completed Reference Form/Letters of Recommendation, as required.	5	5
	Respondent provided warranty paperwork, as required.	5	5
	Respondent provided completed Cost Proposal, as required.	5	5
	Respondent provided a detailed timeline, as required.	5	5
SECTION TOTAL		40	40
<i>Technical Specifications Scoring</i>			
	Technical specifications met or exceeding the minimum requirements	10	5
SECTION TOTAL		10	5
<i>Pricing Analysis</i>			
		<i>Unit Cost</i>	Total Cost
	Student Desk (Qty. 1,400)	\$341.05	\$477,470.00
	Student Chair (Qty. 2,228)	\$71.24	\$158,722.72
	Total Project Cost (Including Delivery and Installation)		\$636,192.72
SECTION TOTAL		50	19
TOTAL TABULATED SCORE		100	64
Notes:	Technical Specifications: Desks top is laminate material, solid plastic top was requested.	-5 Points	

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided completed Solicitation Response Form, as required.	5	5
	Respondent provided Letter of Interest, as required.	5	5
	Respondent provided Technical Proposal/Product Data, as required.	5	2.5
	Respondent has completed Business Capability Form/Provided Qualifications and Experience, as required.	5	2.5
	Respondent provided completed Reference Form/Letters of Recommendation, as required.	5	0
	Respondent provided warranty paperwork, as required.	5	0
	Respondent provided completed Cost Proposal, as required.	5	5
	Respondent provided a detailed timeline, as required.	5	0
SECTION TOTAL		40	20
<i>Technical Specifications Scoring</i>			
	Technical specifications met or exceeding the minimum requirements	10	5
SECTION TOTAL		10	5
<i>Pricing Analysis</i>			
		<i>Unit Cost</i>	Total Cost
	Student Desk (Qty. 1,400)	\$217.00	\$303,800.00
	Student Chair (Qty. 2,228)	\$85.00	\$189,380.00
	Total Project Cost (Including Delivery and Installation)		\$493,180.00
SECTION TOTAL		50	25
TOTAL TABULATED SCORE		100	50
Notes:	Respondent did not provide enough Product Data (lacking information), as required.	-2.5 Points	
	Respondent did not provide Qualifications and Experience, as required.	-2.5 Points	
	Respondent did not provide Reference Form/Letters of Recommendation, as required.	-5 Points	
	Respondent did not provide warranty paperwork, as required.	-5 Points	
	Respondent did not provide a detailed timeline, as required.	-5 Points	
	Technical Specification were lacking information, more information needed.	-5 Points	

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided completed Solicitation Response Form, as required.	5	5
	Respondent provided Letter of Interest, as required.	5	5
	Respondent provided Technical Proposal/Product Data, as required.	5	5
	Respondent has completed Business Capability Form/Provided Qualifications and Experience, as required.	5	5
	Respondent provided completed Reference Form/Letters of Recommendation, as required.	5	5
	Respondent provided warranty paperwork, as required.	5	5
	Respondent provided completed Cost Proposal, as required.	5	5
	Respondent provided a detailed timeline, as required.	5	5
SECTION TOTAL		40	40
<i>Technical Specifications Scoring</i>			
	Technical specifications met or exceeding the minimum requirements	10	10
SECTION TOTAL		10	10
<i>Pricing Analysis</i>			
		<i>Unit Cost</i>	Total Cost
	Student Desk (Qty. 1,400)	\$145.16	\$203,224.00
	Student Chair (Qty. 2,228)	\$46.32	\$103,200.96
	Total Project Cost (Including Delivery and Installation)		\$306,424.96
SECTION TOTAL		50	40
TOTAL TABULATED SCORE		100	90
Notes:			