

RFP #6158 Haworth and Gunlocke Furniture

Bid prices	ISCG - Haworth	AIREA - Haworth	
Installation per hour during business hours	\$32.80	\$30.00	
Installation per hour after business hours	\$49.10	\$45.00	
	Attachment A	Attachment A	
Installation of standard workstation during business hours	\$210.00	\$360.00	
Installation of standard workstation after business hours	\$313.00	\$375.00	
Designer per hour charge	\$45.00	\$50.00	
Cost to relocate existing furniture during business hours	\$32.80	\$30.00	
Cost to relocate existing furniture after business hours	\$49.10	\$45.00	
Cost per SQFT per day for storage	\$0.95	\$0.85	
Bid packet review			
Addenda A - History/employees	x	x	Advantage ISCG for years, Airea for # employees
Addenda B - References	x	x	
Addenda C - Order process	x	x	ISCG greater detail and breakdown
Addenda D -Agree to terms of contract	x	x	Both agree to terms
Addenda E- Warranty policy	x	x	ISCG had more detail Non- obsolescence policy
Site interview			
Communication plan	x	x	Both written ISCG also has online program
Project team	x	x	ISCG - 5 member, Airea - 5 member
Installers	x	x	ISCG - sub(OFS), Airea in-house
Warehouse	x	x	Airea - in-house, ISCG - offsite(OFS)
Showroom	x	x	ISCG more options, Airea larger
Estimated work 2005-06			
1. Zeeb Rd Possible design up to 40-60 people	\$11,940.00	\$19,600.00	No design discount figured
2. Towner reconfiguration -redesign exceeding 150 employees	\$31,650.00	\$51,000.00	No design discount figured
3. Ellsworth/Varsity - redesign exceeding 130 employees	\$28,830.00	\$46,600.00	No design discount figured
4. Saline court - design workstations for 15- 20 people	\$4,650.00	\$7,320.00	No design discount figured
5. Jail work TBD			
	\$77,070.00	\$124,520.00	
Future Gunlock orders will be limited due to poor quality of last 2 orders.			
D&B reports show both companies are in good financial condition.			