

AWARD RECOMMENDATION

Notice of Intent to Award Number: 230000000742

The Department of Technology, Management & Budget’s Procurement office has completed the evaluation of RFP 230000000184 Modular Carpet Tile, Flooring, & Related Products and Services and has recommended an award to Tarkett USA Inc. in the amount of \$6,000,000.00, pending State Administrative Board approval, if applicable. More information on the State Administrative Board can be found at: [State Administrative Board](#).

Bidders who were not recommended for the award are encouraged to schedule a debriefing session with the Solicitation Manager. The debriefing session will provide the bidder with the State’s rationale on why the bidder was not recommended for the award. The Solicitation Manager may be contacted as follows:

Susan Watt-Smith, Solicitation Manager.
WattSmithS@michigan.gov
 517-230-0535

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide Modular Carpet Tile, Flooring & Related Products and Services. The term of this contract is three (3) years, with up to three (3) one-year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on Tuesday, December 13, 2022, for five (5) weeks. The following bidders submitted proposals by the published due date of Wednesday, January 20, 2023, at 1:00 PM Eastern:

Bidder	Address, City, State, Zip Code	SDVOB*
Bentley Mills, Inc.	14641 East Don Julian Road, City of Industry, CA 91746	No
Mohawk Carpet Distribution LLC	160 S. Industrial Blvd, Calhoun, GA 30707	No
Shaw Industries, Inc.	616 E. Walnut Ave., Dalton, GA 30721	No
Tarkett USA, Inc.	30000 Aurora Rd., Solon, OH 44139	No

*SDVOB: Service-Disabled Veteran Owned Business

EVALUATION SYNOPSIS

I. Evaluation Process

A Responsible Vendor is a vendor that demonstrates it has the ability to successfully perform the duties identified by the solicitation. A Responsive proposal is one that is submitted in accordance with the solicitation instructions and meets all mandatory requirements identified in the solicitation.

Proposal Instructions, Item 6. Mandatory Minimum Requirements:

- Bidder must be the manufacturer, or the authorized dealer or distributor of the manufacturer, of the new products proposed.
- All four (4) Bidders (Bentley Mills, Inc., Mohawk Carpet Distribution LLC, Shaw Industries, Tarkett USA Inc.) met the Mandatory Minimum Requirements and will be considered for evaluation.

Proposal Instructions, Item 7. Evaluation Process:

The State will evaluate each proposal based on the following factors:

Step 1: Technical Evaluation. Will be completed and scored according to the scoring format listed below.

	Technical Evaluation Criteria	Weight
1.	Schedule A, Statement of Work (excluding Section 3. Staffing, Section 4. Project Management, Section 9. Invoice and Payment and Section 11. Service Level Agreements)	60
2.	Schedule A, Statement of Work: Section 3. Staffing	10
3.	Schedule A, Statement of Work Section 4. Project Management, Section 9. Invoice and Payment and Section 11. Service Level Agreements	10
4.	Vendor Questions Worksheet Section 2.13., and Section 5. Prior Experience	20
	Total	100

Step 2: Proposals receiving 80 or more technical evaluation score will have its samples evaluated. Pass/Fail will be the scoring method for the sample evaluation per the specifications required in Schedule A.

Step 3: Proposals passing Steps 1 and 2 will have their pricing evaluated and considered for award.

The full evaluation process is stated in the RFP Proposal Instructions.

II. Evaluation Method

Responses to this solicitation were reviewed by the Solicitation Manager in collaboration with a Joint Evaluation Committee, which consisted of the following individuals:

Voting	Advisory
Renae Droste, Facility Specialist Department of Labor and Economic Opportunity	Lauri Bonnell, Contract Analyst Department of Health and Human Services
Nicole Mitchell, Project Manager Department of Technology, Management and Budget	Mary Ostrowski, Category Specialist Department of Technology, Management and Budget
Susan Moyer, Department Specialist Department of Health and Human Services	
Curt Myers, Section Manager Department of Technology, Management and Budget	
Jamie Phillippo, Move Manager Department of Technology, Management and Budget	
Susan Watt-Smith, Category Analyst Department of Technology, Management and Budget	

III. Evaluation Results

A. Bentley Mills, Inc.

The Evaluation Team determined that Bentley Mills, Inc., based on a score of 84, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A – Statement of Work, Sections 1, 2, 5, 6, 7, 8, 10, and 12. The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. **Section 1.1:** Bidder did not clarify their testing methods and moisture barrier.
- b. **Section 1.4.1.a:** Bidder did not explain how they solve warranty issues in their initial proposal.
- c. **Section 1.4.1.b:** Bidder did not explain how any repairs or replacements due to damaged or defective product will be made, and/or how installation problems will be rectified, including timing, etc.” in their initial proposal. Bidder did not explain their timeline.
- d. **Section 1.4.1.c:** Bidder did not discuss actions that would void a manufacturer’s warranty.
- e. **Section 1.4.4:** Bidder did not sufficiently describe how they will comply with making the product line and colors in each product line available and/or compatible for a minimum of 1(one) year after expiration of the contract beyond indicating “as long as yarn and equipment is available”.
- f. **Section 1.5.1:** Bidder did not describe their processes for coordinating with (State) Contract Administrator and Project Manager when handling recalls and defective product.

- g. **Section 1.5.2:** Bidder did not agree to the following requirement “Any product or installation defects appearing within the warranty period are to be corrected by the Contractor, in a manner acceptable to the State’s Project Manager, at no charge to the State” in the initial proposal.
- h. **Section 1.6:** Bidder did not explain their Contractor’s Quality Assurance Program(s).
- i. **Section 2.1.2.a:** Bidder did not sufficiently explain their delivery program to the State of Michigan, instead only addresses the timing and process between the manufacturer and the dealer (Rickman).
- j. **Section 2.1.2.b:** Bidder did not describe their procedure for site assessment, recommendations, product delivery and installation for standard delivery program.
- k. **Section 2.1.2.c:** Bidder did not discuss their staging capabilities at a non-State location.
- l. **Section 2.1.3:** Bidder did not describe their procedure for site assessment, recommendations, product delivery and installation for Quick Ship delivery program
- m. **Section 2.1.4:** Bidder did not describe if storage price after 30 days is per day, per month, etc.
- n. **Section 2.1.5.1:** Bidder did not agree to the Delays and/or Late Shipment/Deliveries requirement.
- o. **Section 2.1.5.2:** Bidder did not agree to the State’s requirements for unapproved late deliveries and copied their answer from 2.1.5.1.
- p. **Section 2.2.1.a:** Bidder did not provide sufficient detail on how they will verify project scope, including site assessment, floor preparation, product removal, furniture moving/lift, determining install schedule/phasing
- q. **Section 2.2.1.b:** Bidder did not provide sufficient detail on how they will handle project management, including coordination with any 3rd party sub-contractors on various project types, i.e., large, small, geographic locations.
- r. **Section 2.2.1.c:** Bidder did not provide sufficient detail on their installation program for accelerated projects and what are or are not included in the program, and the State’s responsibilities, if any.
- s. **Section 2.2.3:** Bidder did provide detail of their experience with furniture lift equipment.
- t. **Section 2.2.5:** Bidder did not explain what additional services are included in the rate for excessive floor preparation.
- u. **Section 2.4:** Bidder did not sufficiently explain how the product warranty will be affected if on-site maintenance cannot be performed according to the recommended manufacturer maintenance schedule.
- v. **Section 2.5:** Bidder did not sufficiently explain where the training facility is located, beyond indicating that it is onsite at Rickman Enterprise Group.
- w. **Section 10.1.b:** Bidder did not clarify if a 3rd party subcontractor is utilized for recycling services or if it is done in house (*If a 3rd party subcontractor is*

used, please provide the information required per Section A, 3.4 Disclosure of Subcontractors).

- x. **Section 10.1.c:** Bidder did not sufficiently explain their recycling efforts as it pertains to who is responsible to return the carpets being recycled.

Section 12: Bidder did not agree to Liquidated Damages.

Score:51.50/60

2. Schedule A – Statement of Work, Section 3. The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. **Section 3.1.6:** Bidder did not provide a resume for Ali Safaoui.
- b. **Section 3.3:** Bidder did not provide a detailed Organizational Chart listing all the names of all Key Personnel and Non-Key Personnel with their positions for Rickman Enterprise Group or Bentley Mills.
- c. **Section 3.4, Part 1:** Bidder did not provide subcontractor information for their assigned dealer, Rickman Enterprises, who was referenced throughout the proposal; instead, Bidder indicated N/A.
- d. **Section 3.4, Part 2:** Bidder did not sufficiently address the 3 response boxes pertaining to percentages and GDBE requirements; instead, Bidder stated N/A for each.
- e. **Section 3.6:** Bidder did not provide sufficient detail explaining how it intends to ensure the security of the State facilities beyond indicating that they “follow and adhere to State of Michigan security protocols,”.

Score: 7.75/10

3. Schedule A – Statement of Work, Sections 4, 9, and 11. The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. **Section 4:** Bidder did not describe how they will carry out all the required services and implementation under the direction and control of the State Program manager.
- b. **Section 4.3:** Bidder did not provide enough detail on how they will carry out all the required services and implementation under the direction and control of the State Program manager (Steps 1-8 missing).
- c. **Section 4.4.1.2:** Bidder did not have required categories on the sample Purchasing Activity Report
- d. **Section 4.4.1.3:** Bidder’s Lead Time report did not have columns for: On-Time and Complete shipments, days to process and enter orders, and how close to requested ship dates the actual shipment takes place.
- e. **Section 11:** Bidder did not agree to SLA Metric #1 metric (“The Contractor must ensure that items and quantities delivered are exactly the items, brands, and quantities on the Order Confirmation...” in original response.

Score: 7.75/10

4. Vendor Questions Worksheet, Sections 2.13 and 5. The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. **Section 5.1:** In Bidder’s original response, all contact information for Experience 1 vendor was listed as confidential thus the State could not do a reference check.

Score: 17/20

Total Score:84/100

B. Mohawk Carpet Distribution LLC

The Evaluation Team determined that Mohawk Carpet Distribution LLC, based on a score of 95, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A – Statement of Work, Sections 1, 2, 5, 6, 7, 8, 10, and 12. The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. **Section 1.1:** Bidder did not clarify how their Nylon 6/6 (EQ) fiber is equivalent to Nylon 6 or 6.6.
- b. **Section 1.4.4:** Bidder’s statement “in the event Mohawk discontinues the manufacture of one or more of the product standards” does not align with the check box of no exception to the requirement.
- c. **Section 2.1.5.1:** Bidder did not agree to this requirement. Bidder stated in their original response that “Mohawk will not be held accountable for all damages and direct costs resulting from the Contractor’s unacceptable delivery date(s).”
- d. **Section 2.1.5.2:** Bidder did not agree to “if unapproved late deliveries are made, the state may cancel the order (s) in whole or in part, may refuse shipment, purchase the goods elsewhere, and/or hold the Contractor accountable for all damages and direct costs resulting from the Contractor’s failure to deliver on schedule. Acceptance of a late delivery by the State must not constitute a waiver of the State’s claim for any damage that the late delivery may have caused.” However, in this instance the State intends for “Mohawk” and “Contractor” to be the same entity, thus leading the State to think Bidder misunderstood the requirement in their initial response.
- e. **Section 2.2.1:** Bidder did not address the removal of existing product from the floor or their process for disposal of the product.
- f. **Section 2.4:** 1st Bidder response box: in Bidder’s original response they did not sufficiently describe how they would comply with the requirement by not mentioning warranty information.
- g. **Section 7.2:** Bidder agreed to the requirement but did not provide sufficient detail of their process as it pertains to internal controls approved by the Program Manager to verify abnormal orders and ensuring that only authorized individuals place orders.

- b. **Section 2.1.2:** Bidder did not explain their procedure for product delivery and installation for standard delivery program.
- c. **Section 2.1.3:** Bidder did not explain their procedure for site assessment in their original response, recommendations, product delivery and installation for Quick Ship Delivery Program.
- d. **Section 2.1.6:** Bidder did not sufficiently explain/did not provide sufficient detail of their process to accept returns.
- e. **Section 2.2.1.a:** Bidder did not describe how they will verify product removal, use of furniture lift, or determining install schedule/phasing.
- f. **Section 2.2.1.b:** Bidder did not describe their installation program for accelerated projects and what are or are not included in the program, or State's responsibilities, if any.
- g. **Section 2.2.3:** Bidder did not provide sufficient detail of their experience with furniture lift equipment.
- h. **Section 2.2.5:** Bidder did not provide sufficient detail of their processes to understand and differentiate between standard and excessive floor preparation.
- i. **Section 5.1:** in their initial response, Bidder did not agree to the requirement of holding pricing for the entire length of the Contract and instead indicated that they would only hold pricing for one year.
- j. **Section 7.2:** Bidder did not provide sufficient description of how they would comply with requirement to have internal controls approved by Program Manager to verify abnormal orders and to ensure that only authorized individuals place orders.

Score: 54/60

2. Schedule A – Statement of Work, Section 3. The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. **Section 3.1.5:** Bidder did not provide Length of Employment for Sean Carter.
- b. **Section 3.1.6:** Bidder did not provide a detailed, chronological resume for Sean Carter.
- c. **Section 3.3:** Bidder's Organizational Chart is incomplete in that there is no hierarchy and non-key personnel are missing.
- d. **Section 3.4:** Bidder indicated that 100% of work will be performed by Seelye Group with no indication that they are a GDBE subcontractor. Bidder did not provide sufficient reasoning and justification to receive an exemption from this requirement, as being a Services Disabled Veteran Owed Small Business is not a sufficient justification.

Score: 8.25/10

3. Schedule A – Statement of Work, Sections 4, 9, and 11. The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. **Section 4:** Bidder did not describe how they will comply with this requirement; instead, Bidder described process for handling orders.

- b. **Section 4.3:** Bidder's Implementation Plan did not describe #4 in detail: All tasks, duties, or responsibilities associated with implementation and complete Contract administration.
- c. **Section 4.4.1.2:** Bidder's sample Purchasing Activity Report did not have columns for Ship to Locations, Service-Specific detail for Installation, Report in Sequential Order, and did not include a High-Level Summary Table.
- d. **Section 4.4.1.3:** Bidder's Sample Lead Time Report did not have columns for On-Time and Complete shipments, average lead times by product line, days to process and enter orders, and how close to requested ship dates the actual shipment takes place.

Score: 8.25/10

4. Vendor Questions Worksheet, Sections 2.13 and 5. The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. **Section 5:** In initial response, Bidders were required to provide at least one Experience using a furniture lift. Bidder did not meet this requirement as none of the Experiences provided used a furniture lift.
- b. **Section 5.2:** Bidder's initial response did not provide additional qualifications and/or information for this experience in terms of size/scope of project.
- c. **Section 5.3:** Bidder's initial response did not provide additional qualifications and/or information for this experience in that this project was smaller in dollar value than the other 2 projects.

Score: 18.50/20

Total Score:89/100

D. Tarkett USA Inc.

The Evaluation Team determined that Tarkett USA, Inc. based on a score of 93, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A – Statement of Work, Sections 1, 2, 5, 6, 7, 8, 10, and 12. The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. **Section 1:** Bidder did not describe how they would comply with General Requirements.
- b. **Section 1.1:** Bidder did not indicate if the yarn type of the proposed product meets the required yarn type of Nylon 6 or 6.6; instead, Bidder listed their fiber ("Yarn type") as TDX Nylon and Cynex SD Nylon.
- c. **Section 1.2:** Bidder did not check Bidder Response Box.
- d. **Section 1.3.4:** Bidder did not provide their agreement to this requirement; instead, Bidder left the response box blank.
- e. **Section 1.4:** Bidder did not provide their agreement to this requirement; instead, Bidder left the response box blank.

- f. **Section 1.4.1:** 4th Bidder Response box: Bidder did not explain the timing for acting on repairs, replacements, and/or rectifying installation problems due to damaged or defective product.
- g. **Section 1.5.1:** Bidder did not provide a description of their processes for coordinating with Contract Administrator and Project Manager, when handling recalls and defective product.
- h. **Section 2.1.2.a:** 2nd Bidder Response Box: Bidder did not describe their procedure in enough detail for site assessment, recommendations, product delivery and installation for standard delivery program.
- i. **Section 2.1.2.b:** 3rd Bidder Response Box: Bidder did not describe their standard delivery program for product only.
- j. **Section 2.1.3:** Bidder did not describe their procedure for site assessment, recommendations, product delivery and installation for their Quick Ship Delivery program.
- k. **Section 2.1.6:** Bidder did not provide sufficient detail on their process (including timeframe) to cancel orders or accept returns and stated that there would be a reasonable restocking fee for cancelled orders.
- l. **Section 2.2.1.a:** 1st Bidder Response Box: Bidder did not describe their procedure for site assessment, floor preparation, product removal, furniture moving/lift, determining install schedule/phasing.
- m. **Section 2.2.1.c:** 3rd Bidder Response Box: Bidder did not describe their installation program for accelerated projects in enough detail and what are or are not included in the program. Also missing are the State's responsibilities (if any) in the program.
- n. **Section 2.2.3:** Bidder did not agree to the requirement in this Section; instead, Bidder left the response box blank.
- o. **Section 2.2.5:** 1st and 2nd Bidder Response box: Bidder does not differentiate between different levels of floor prep (standard vs excessive) in their responses.

Score: 54.50/60

2. Schedule A – Statement of Work, Section 3. The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. **Section 3.4: GDBE-** Last Bidder Response Box: Bidder did not provide their plan and any reasoning and justification to receive an exemption from this requirement from the State; instead, Bidder left this response box blank.
- b. **Section 3.6:** Bidder did not explain in enough detail how it intends to ensure the security of State facilities.

Score: 9.00/10

3. Schedule A – Statement of Work, Sections 4, 9, and 11. No deficiencies in this Section.

Score: 10/10

4. **Vendor Questions Worksheet, Sections 2.13 and 5.** The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. **Section 5.2:** Bidder did not provide additional qualifications and/or information for experience.

Score: 19.50/20

Total Score:93/100

IV. Technical Evaluation Summary

Selection Criteria		Bentley Mills	Mohawk	Shaw Industries	Tarkett USA
1	Schedule A, Statement of Work (excluding Section 3. Staffing, Section 4. Project Management, Section 9. Invoice and Payment and Section 11. Service Level Agreements (60 points)	51.50	57.25	54.00	54.5
2	Schedule A, Statement of Work: Section 3. Staffing (10 points)	7.75	9.25	8.25	9.00
3	Schedule A, Statement of Work Section 4. Project Management, Section 9. Invoice and Payment and Section 11. Service Level Agreements (10 points)	7.75	9.00	8.25	10.00
4	Vendor Questions Worksheet: Section 2.13., and Section 5. Prior Experience (20 points)	17.00	18.50	18.50	19.50
Total (100 points)		84	95.00	89.00	93.00

V. Pricing Summary

Pricing was evaluated for the bidders who passed technical. The following is a summary of their price proposals for **Modular Carpet Tile**:

BIDDER		BENTLEY MILLS		MOHAWK		SHAW		TARKETT	
Deliverable Description		PRICE/SY	DISCOUNTED PRICE	PRICE/SY	DISCOUNTED PRICE	PRICE/SY	DISCOUNTED PRICE	PRICE/SY	DISCOUNTED PRICE
		DISC/SY		DISC/SY		DISC/SY		DISC/SY	
1s	Carpet Tile Selection 1 - List Price/SY	\$ 54.84	Double Down	\$ 39.80	Adopt A Plan GT466	\$ 35.60	Dream	\$ 52.82	Colormap 11130
	Year 1: 1-999 SY % Disc	42%	\$ 31.81	44%	\$ 22.29	30%	\$ 24.92	56.17%	\$ 23.15
	Year 1: 1000 - 1499 SY % Disc	42%	\$ 31.81	45%	\$ 21.89	30%	\$ 24.92	56.17%	\$ 23.15
	Year 1: Over 1500 SY % Disc	42%	\$ 31.81	46%	\$ 21.49	30%	\$ 24.92	56.17%	\$ 23.15
	Year 2: 1-999 SY % Disc	42%	\$ 31.81	44%	\$ 22.29	25%	\$ 26.70	56.17%	\$ 23.15
	Year 2: 1000 - 1499 SY % Disc	42%	\$ 31.81	45%	\$ 21.89	25%	\$ 26.70	56.17%	\$ 23.15
	Year 2: Over 1500 SY % Disc	42%	\$ 31.81	46%	\$ 21.49	25%	\$ 26.70	56.17%	\$ 23.15
	Year 3: 1-999 SY % Disc	42%	\$ 31.81	44%	\$ 22.29	20%	\$ 28.48	56.17%	\$ 23.15
	Year 3: 1000 - 1499 SY % Disc	42%	\$ 31.81	45%	\$ 21.89	20%	\$ 28.48	56.17%	\$ 23.15
	Year 3: Over 1500 SY % Disc	42%	\$ 31.81	46%	\$ 21.49	20%	\$ 28.48	56.17%	\$ 23.15
	Option Year 1: 1-999 SY % Disc	15%	\$ 48.26	44%	\$ 22.29	0%	\$ 35.60	56.17%	\$ 23.15
	Option Year 1: 1000 - 1499 SY % Disc	15%	\$ 48.26	45%	\$ 21.89	-	-	56.17%	\$ 23.15
	Option Year 1: Over 1500 SY % Disc	15%	\$ 48.26	46%	\$ 21.49	-	-	56.17%	\$ 23.15
	Option Year 2: 1-999 SY % Disc	15%	\$ 48.26	44%	\$ 22.29	0%	\$ 35.60	56.17%	\$ 23.15
	Option Year 2: 1000 0 1499 SY % Disc	15%	\$ 48.26	45%	\$ 21.89	-	-	56.17%	\$ 23.15
	Option Year 2: Over 1500 SY % Disc	15%	\$ 48.26	46%	\$ 21.49	-	-	56.17%	\$ 23.15
	Option Year 3: 1-999 SY % Disc	15%	\$ 48.26	44%	\$ 22.29	0%	\$ 35.60	56.17%	\$ 23.15
	Option Year 3: 1000 - 1499 SY % Disc	15%	\$ 48.26	45%	\$ 21.89	-	-	56.17%	\$ 23.15
	Option Year 3: Over 1500 SY % Disc	15%	\$ 48.26	46%	\$ 21.49	-	-	56.17%	\$ 23.15
2s	Carpet Tile Selection 2 - List Price/SY	\$ 54.84	Sure Bet	\$ 39.80	Necessary Action GT467	\$ 35.60	Belong	\$ 52.88	Texturemap 11129
	Year 1: 1-999 SY % Disc	42%	\$ 31.81	44%	\$ 22.29	30%	\$ 24.92	56.22%	\$ 23.15
	Year 1: 1000 - 1499 SY % Disc	42%	\$ 31.81	45%	\$ 21.89	30%	\$ 24.92	56.22%	\$ 23.15
	Year 1: Over 1500 SY % Disc	42%	\$ 31.81	46%	\$ 21.49	30%	\$ 24.92	56.22%	\$ 23.15
	Year 2: 1-999 SY % Disc	42%	\$ 31.81	44%	\$ 22.29	25%	\$ 26.70	56.22%	\$ 23.15
	Year 2: 1000 - 1499 SY % Disc	42%	\$ 31.81	45%	\$ 21.89	25%	\$ 26.70	56.22%	\$ 23.15
	Year 2: Over 1500 SY % Disc	42%	\$ 31.81	46%	\$ 21.49	25%	\$ 26.70	56.22%	\$ 23.15
	Year 3: 1-999 SY % Disc	42%	\$ 31.81	44%	\$ 22.29	20%	\$ 28.48	56.22%	\$ 23.15
	Year 3: 1000 - 1499 SY % Disc	42%	\$ 31.81	45%	\$ 21.89	20%	\$ 28.48	56.22%	\$ 23.15
	Year 3: Over 1500 SY % Disc	42%	\$ 31.81	46%	\$ 21.49	20%	\$ 28.48	56.22%	\$ 23.15
	Option Year 1: 1-999 SY % Disc	15%	\$ 48.26	44%	\$ 22.29	0%	\$ 35.60	56.22%	\$ 23.15
	Option Year 1: 1000 - 1499 SY % Disc	15%	\$ 48.26	45%	\$ 21.89	-	-	56.22%	\$ 23.15
	Option Year 1: Over 1500 SY % Disc	15%	\$ 48.26	46%	\$ 21.49	-	-	56.22%	\$ 23.15
	Option Year 2: 1-999 SY % Disc	15%	\$ 48.26	44%	\$ 22.29	0%	\$ 35.60	56.22%	\$ 23.15
	Option Year 2: 1000 0 1499 SY % Disc	15%	\$ 48.26	45%	\$ 21.89	-	-	56.22%	\$ 23.15
	Option Year 2: Over 1500 SY % Disc	15%	\$ 48.26	46%	\$ 21.49	-	-	56.22%	\$ 23.15
	Option Year 3: 1-999 SY % Disc	15%	\$ 48.26	44%	\$ 22.29	0%	\$ 35.60	56.22%	\$ 23.15
	Option Year 3: 1000 - 1499 SY % Disc	15%	\$ 48.26	45%	\$ 21.89	-	-	56.22%	\$ 23.15
	Option Year 3: Over 1500 SY % Disc	15%	\$ 48.26	46%	\$ 21.49	-	-	56.22%	\$ 23.15
3s	Carpet Tile Selection 3 - List Price/SY	\$ 56.05	Gallery Hop	\$ 41.36	Thematic Thread GT423	\$ 37.15	Memory	\$ 46.03	Tailored Madras 11284
	Year 1: 1-999 SY % Disc	50%	\$ 28.03	44%	\$ 23.16	30%	\$ 26.01	54.51%	\$ 25.09
	Year 1: 1000 - 1499 SY % Disc	50%	\$ 28.03	45%	\$ 22.75	30%	\$ 26.01	54.51%	\$ 25.09
	Year 1: Over 1500 SY % Disc	50%	\$ 28.03	46%	\$ 22.33	30%	\$ 26.01	54.51%	\$ 25.09
	Year 2: 1-999 SY % Disc	50%	\$ 28.03	44%	\$ 23.16	25%	\$ 27.86	54.51%	\$ 25.09
	Year 2: 1000 - 1499 SY % Disc	50%	\$ 28.03	45%	\$ 22.75	25%	\$ 27.86	54.51%	\$ 25.09
	Year 2: Over 1500 SY % Disc	50%	\$ 28.03	46%	\$ 22.33	25%	\$ 27.86	54.51%	\$ 25.09
	Year 3: 1-999 SY % Disc	50%	\$ 28.03	44%	\$ 23.16	20%	\$ 29.72	54.51%	\$ 25.09
	Year 3: 1000 - 1499 SY % Disc	50%	\$ 28.03	45%	\$ 22.75	20%	\$ 29.72	54.51%	\$ 25.09
	Year 3: Over 1500 SY % Disc	50%	\$ 28.03	46%	\$ 22.33	20%	\$ 29.72	54.51%	\$ 25.09
	Option Year 1: 1-999 SY % Disc	15%	\$ 47.64	44%	\$ 23.16	0%	\$ 37.15	54.51%	\$ 25.09
	Option Year 1: 1000 - 1499 SY % Disc	15%	\$ 47.64	45%	\$ 22.75	-	-	54.51%	\$ 25.09
	Option Year 1: Over 1500 SY % Disc	15%	\$ 47.64	46%	\$ 22.33	-	-	54.51%	\$ 25.09
	Option Year 2: 1-999 SY % Disc	15%	\$ 47.64	44%	\$ 23.16	0%	\$ 37.15	54.51%	\$ 25.09
	Option Year 2: 1000 0 1499 SY % Disc	15%	\$ 47.64	45%	\$ 22.75	-	-	54.51%	\$ 25.09
	Option Year 2: Over 1500 SY % Disc	15%	\$ 47.64	46%	\$ 22.33	-	-	54.51%	\$ 25.09
	Option Year 3: 1-999 SY % Disc	15%	\$ 47.64	44%	\$ 23.16	0%	\$ 37.15	54.51%	\$ 25.09
	Option Year 3: 1000 - 1499 SY % Disc	15%	\$ 47.64	45%	\$ 22.75	-	-	54.51%	\$ 25.09
	Option Year 3: Over 1500 SY % Disc	15%	\$ 47.64	46%	\$ 22.33	-	-	54.51%	\$ 25.09
4s	Carpet Tile Selection 4 - List Price/SY	\$ 56.05	Pop Up Shop	\$ 43.70	River Code GT454	\$ 40.61	Constellation	\$ 54.12	Maelstrom 04849 >>TUF<<
	Year 1: 1-999 SY % Disc	50%	\$ 28.03	44%	\$ 24.47	30%	\$ 28.43	52.72%	\$ 28.53
	Year 1: 1000 - 1499 SY % Disc	50%	\$ 28.03	45%	\$ 24.04	30%	\$ 28.43	52.72%	\$ 28.53
	Year 1: Over 1500 SY % Disc	50%	\$ 28.03	46%	\$ 23.60	30%	\$ 28.43	52.72%	\$ 28.53
	Year 2: 1-999 SY % Disc	50%	\$ 28.03	44%	\$ 24.47	25%	\$ 30.46	52.72%	\$ 28.53
	Year 2: 1000 - 1499 SY % Disc	50%	\$ 28.03	45%	\$ 24.04	25%	\$ 30.46	52.72%	\$ 28.53
	Year 2: Over 1500 SY % Disc	50%	\$ 28.03	46%	\$ 23.60	25%	\$ 30.46	52.72%	\$ 28.53
	Year 3: 1-999 SY % Disc	50%	\$ 28.03	44%	\$ 24.47	20%	\$ 32.49	52.72%	\$ 28.53
	Year 3: 1000 - 1499 SY % Disc	50%	\$ 28.03	45%	\$ 24.04	20%	\$ 32.49	52.72%	\$ 28.53
	Year 3: Over 1500 SY % Disc	50%	\$ 28.03	46%	\$ 23.60	20%	\$ 32.49	52.72%	\$ 28.53
	Option Year 1: 1-999 SY % Disc	15%	\$ 47.64	44%	\$ 24.47	0%	\$ 40.61	52.72%	\$ 28.53
	Option Year 1: 1000 - 1499 SY % Disc	15%	\$ 47.64	45%	\$ 24.04	-	-	52.72%	\$ 28.53
	Option Year 1: Over 1500 SY % Disc	15%	\$ 47.64	46%	\$ 23.60	-	-	52.72%	\$ 28.53
	Option Year 2: 1-999 SY % Disc	15%	\$ 47.64	44%	\$ 24.47	0%	\$ 40.61	52.72%	\$ 28.53
	Option Year 2: 1000 0 1499 SY % Disc	15%	\$ 47.64	45%	\$ 24.04	-	-	52.72%	\$ 28.53
	Option Year 2: Over 1500 SY % Disc	15%	\$ 47.64	46%	\$ 23.60	-	-	52.72%	\$ 28.53
	Option Year 3: 1-999 SY % Disc	15%	\$ 47.64	44%	\$ 24.47	0%	\$ 40.61	52.72%	\$ 28.53
	Option Year 3: 1000 - 1499 SY % Disc	15%	\$ 47.64	45%	\$ 24.04	-	-	52.72%	\$ 28.53
	Option Year 3: Over 1500 SY % Disc	15%	\$ 47.64	46%	\$ 23.60	-	-	52.72%	\$ 28.53

5s	Carpet Tile Selection 5 - List Price/SY	\$ 64.45	Allegro	\$ 44.08	Sabbatical GT433	\$ 49.25	Glitz	\$ 62.34	Applause III 02803 >>TARR<<
	Year 1: 1-999 SY % Disc	40%	\$ 38.67	44%	\$ 24.68	30%	\$ 34.48	48.04%	\$ 29.95
	Year 1: 1000 - 1499 SY % Disc	40%	\$ 38.67	45%	\$ 24.24	30%	\$ 34.48	48.04%	\$ 29.95
	Year 1: Over 1500 SY % Disc	40%	\$ 38.67	46%	\$ 23.80	30%	\$ 34.48	48.04%	\$ 29.95
	Year 2: 1-999 SY % Disc	40%	\$ 38.67	44%	\$ 24.68	25%	\$ 36.94	48.04%	\$ 29.95
	Year 2: 1000 - 1499 SY % Disc	40%	\$ 38.67	45%	\$ 24.24	25%	\$ 36.94	48.04%	\$ 29.95
	Year 2: Over 1500 SY % Disc	40%	\$ 38.67	46%	\$ 23.80	25%	\$ 36.94	48.04%	\$ 29.95
	Year 3: 1-999 SY % Disc	40%	\$ 38.67	44%	\$ 24.68	20%	\$ 39.40	48.04%	\$ 29.95
	Year 3: 1000 - 1499 SY % Disc	40%	\$ 38.67	45%	\$ 24.24	20%	\$ 39.40	48.04%	\$ 29.95
	Year 3: Over 1500 SY % Disc	40%	\$ 38.67	46%	\$ 23.80	20%	\$ 39.40	48.04%	\$ 29.95
	Option Year 1: 1-999 SY % Disc	15%	\$ 54.78	44%	\$ 24.68	0%	\$ 49.25	48.04%	\$ 29.95
	Option Year 1: 1000 - 1499 SY % Disc	15%	\$ 54.78	45%	\$ 24.24	-	-	48.04%	\$ 29.95
	Option Year 1: Over 1500 SY % Disc	15%	\$ 54.78	46%	\$ 23.80	-	-	48.04%	\$ 29.95
	Option Year 2: 1-999 SY % Disc	15%	\$ 54.78	44%	\$ 24.68	0%	\$ 49.25	48.04%	\$ 29.95
	Option Year 2: 1000 0 1499 SY % Disc	15%	\$ 54.78	45%	\$ 24.24	-	-	48.04%	\$ 29.95
	Option Year 2: Over 1500 SY % Disc	15%	\$ 54.78	46%	\$ 23.80	-	-	48.04%	\$ 29.95
	Option Year 3: 1-999 SY % Disc	15%	\$ 54.78	44%	\$ 24.68	0%	\$ 49.25	48.04%	\$ 29.95
	Option Year 3: 1000 - 1499 SY % Disc	15%	\$ 54.78	45%	\$ 24.24	-	-	48.04%	\$ 29.95
	Option Year 3: Over 1500 SY % Disc	15%	\$ 54.78	46%	\$ 23.80	-	-	48.04%	\$ 29.95

The following is a summary of Bidders' price proposals for **Walk-Off Tile**:

WALK OFF CARPET									
Walk off - List Price/SY	\$ 72.92	Rough Idea	\$ 81.31	Step Up II GT311 Tuff Stuff II	\$ 49.89	Portal	\$ 97.20	Assertive Action 04837	
	Year 1: 1-999 SY % Disc	47%	\$ 38.65	44%	\$ 45.53	30%	\$ 34.92	66.08%	\$ 32.97
	Year 1: 1000 - 1499 SY % Disc	47%	\$ 38.65	45%	\$ 44.72	30%	\$ 37.42	66.08%	\$ 32.97
	Year 1: Over 1500 SY % Disc	47%	\$ 38.65	46%	\$ 43.91	30%	\$ 39.91	66.08%	\$ 32.97
	Year 2: 1-999 SY % Disc	47%	\$ 38.65	44%	\$ 45.53	25%	\$ 37.42	66.08%	\$ 32.97
	Year 2: 1000 - 1499 SY % Disc	47%	\$ 38.65	45%	\$ 44.72	25%	\$ 37.42	66.08%	\$ 32.97
	Year 2: Over 1500 SY % Disc	47%	\$ 38.65	46%	\$ 43.91	25%	\$ 37.42	66.08%	\$ 32.97
	Year 3: 1-999 SY % Disc	47%	\$ 38.65	44%	\$ 45.53	20%	\$ 39.91	66.08%	\$ 32.97
	Year 3: 1000 - 1499 SY % Disc	47%	\$ 38.65	45%	\$ 44.72	20%	\$ 39.91	66.08%	\$ 32.97
	Year 3: Over 1500 SY % Disc	47%	\$ 38.65	46%	\$ 43.91	20%	\$ 39.91	66.08%	\$ 32.97
	Option Year 1: 1-999 SY % Disc	15%	\$ 61.98	44%	\$ 45.53	0%	\$ 49.89	66.08%	\$ 32.97
	Option Year 1: 1000 - 1499 SY % Disc	15%	\$ 61.98	45%	\$ 44.72	-	-	66.08%	\$ 32.97
	Option Year 1: Over 1500 SY % Disc	15%	\$ 61.98	46%	\$ 43.91	-	-	66.08%	\$ 32.97
	Option Year 2: 1-999 SY % Disc	15%	\$ 61.98	44%	\$ 45.53	0%	\$ 49.89	66.08%	\$ 32.97
	Option Year 2: 1000 0 1499 SY % Disc	15%	\$ 61.98	45%	\$ 44.72	-	-	66.08%	\$ 32.97
	Option Year 2: Over 1500 SY % Disc	15%	\$ 61.98	46%	\$ 43.91	-	-	66.08%	\$ 32.97
	Option Year 3: 1-999 SY % Disc	15%	\$ 61.98	44%	\$ 45.53	0%	\$ 49.89	66.08%	\$ 32.97
	Option Year 3: 1000 - 1499 SY % Disc	15%	\$ 61.98	45%	\$ 44.72	-	-	66.08%	\$ 32.97
	Option Year 3: Over 1500 SY % Disc	15%	\$ 61.98	46%	\$ 43.91	-	-	66.08%	\$ 32.97

The following is a summary of Bidders' price proposals for **12' Broadloom Carpet**:

BROADLOOM CARPET - 12"										
12' Broadloom - List Price/SY	Bentley		Mohawk		Shaw		Tarkett			
	\$35.98 - \$44.49	Matches to All Tile Offerings	\$ 27.63	Interplay GL415 Stripe/Live & Learn	-	-	\$ 32.58	Acadia 44069		
	33% - 43%	\$20.51 - \$27.14	51%	\$ 13.54	-	-	39.90%	\$ 19.58		
			52%	\$ 13.26	-	-	39.90%	\$ 19.58		
			53%	\$ 12.99	-	-	39.90%	\$ 19.58		
			51%	\$ 13.54	-	-	39.90%	\$ 19.58		
			52%	\$ 13.26	-	-	39.90%	\$ 19.58		
			53%	\$ 12.99	-	-	39.90%	\$ 19.58		
			51%	\$ 13.54	-	-	39.90%	\$ 19.58		
			52%	\$ 13.26	-	-	39.90%	\$ 19.58		
			53%	\$ 12.99	-	-	39.90%	\$ 19.58		
			All 15% Discount	\$30.58 - \$37.82	51%	\$ 13.54	-	-	39.90%	\$ 19.58
					52%	\$ 13.26	-	-	39.90%	\$ 19.58
					53%	\$ 12.99	-	-	39.90%	\$ 19.58
					51%	\$ 13.54	-	-	39.90%	\$ 19.58
					52%	\$ 13.26	-	-	39.90%	\$ 19.58
					53%	\$ 12.99	-	-	39.90%	\$ 19.58

The following is a summary of Bidders' price proposals for **LVT and Sheet Vinyl**:

LVT AND SHEET VINYL		Bentley		Mohawk		Shaw		Tarkett	
1	LVT Selection 1 - List Price/SF	\$ 5.74	Ballustrade 27sf/ctn	\$ 6.21	Pattern of Time 26.52sf/ctn	\$ 5.78	Cover 27.96sf/ctn	\$ 5.32	ID Latitude 45sf/ctn
	Year 1 %	44%	\$ 3.21	47%	\$ 3.29	2.99%	\$ 4.05	30.37%	\$ 2.52
	Year 2 %	44%	\$ 3.21	47%	\$ 3.29	25%	\$ 4.34	30.37%	\$ 2.52
	Year 3 %	44%	\$ 3.21	47%	\$ 3.29	20%	\$ 4.62	30.37%	\$ 2.52
	Option Year 1%	35%	\$ 3.73	47%	\$ 3.29	0%	\$ 5.78	30.37%	\$ 2.52
	Option Year 2%	35%	\$ 3.73	47%	\$ 3.29	0%	\$ 5.78	30.37%	\$ 2.52
	Option Year 3%	35%	\$ 3.73	47%	\$ 3.29	0%	\$ 5.78	30.37%	\$ 2.52
	Additional % 10-200 Cartons Delivered	-	-	48%	\$ 3.23	0%	\$ 5.78	30.37%	\$ 2.82
	Additional % 200+ Cartons Delivered	-	-	49%	\$ 3.17	0%	\$ 5.78	30.37%	\$ 2.52
2	LVT Selection 2 - List Price/SF	\$ 5.74	Batiste 27sf/ctn	\$ 6.07	Wood/ Large & Local 26.52sf/ctn	\$ 5.78	Envelop 27.96sf/ctn	\$ 8.62	Even Plane 24.44-25.83 sy/ctn 20mil
	Year 1 %	44%	\$ 3.21	46%	\$ 3.28	2.99%	\$ 4.05	41.53%	\$ 3.58
	Year 2 %	44%	\$ 3.21	46%	\$ 3.28	25%	\$ 4.34	41.53%	\$ 3.58
	Year 3 %	44%	\$ 3.21	46%	\$ 3.28	20%	\$ 4.62	41.53%	\$ 3.58
	Option Year 1%	35%	\$ 3.73	46%	\$ 3.28	0%	\$ 5.78	41.53%	\$ 3.58
	Option Year 2%	35%	\$ 3.73	46%	\$ 3.28	0%	\$ 5.78	41.53%	\$ 3.58
	Option Year 3%	35%	\$ 3.73	46%	\$ 3.28	0%	\$ 5.78	41.53%	\$ 3.58
	Additional % 10-200 Cartons Delivered	-	-	47%	\$ 3.22	0%	\$ 5.78	41.53%	\$ 3.58
	Additional % 200+ Cartons Delivered	-	-	48%	\$ 3.16	0%	\$ 5.78	41.53%	\$ 3.58
3	LVT Selection 3 - List Price/SF	\$ 5.74	Colonnade 27sf/ctn	\$ 6.21	Reforest/ Large & Local 26.52sf/ctn	\$ 4.93	Terrain II 30 35.76sf/ctn	\$ 7.89	Contour Wood, Abstract, Stone 45-90 sy/ctn
	Year 1 %	44%	\$ 3.21	47%	\$ 3.29	30%	\$ 3.45	55.26%	\$ 4.36
	Year 2 %	44%	\$ 3.21	47%	\$ 3.29	25%	\$ 3.70	55.26%	\$ 4.36
	Year 3 %	44%	\$ 3.21	47%	\$ 3.29	20%	\$ 3.94	55.26%	\$ 4.36
	Option Year 1%	35%	\$ 3.73	47%	\$ 3.29	0%	\$ 4.93	55.26%	\$ 4.36
	Option Year 2%	35%	\$ 3.73	47%	\$ 3.29	0%	\$ 4.93	55.26%	\$ 4.36
	Option Year 3%	35%	\$ 3.73	47%	\$ 3.29	0%	\$ 4.93	55.26%	\$ 4.36
	Additional % 10-200 Cartons Delivered	-	-	48%	\$ 3.23	0%	\$ 4.93		\$ 4.36
	Additional % 200+ Cartons Delivered	-	-	49%	\$ 3.17	0%	\$ 4.93	55.26%	\$ 4.36
4	Sheet Vinyl - List Price/SY	-	-	\$ 35.44	Juniperus II	\$ 44.77	Inhabit 50sy/roll	-	-
	Year 1 %	-	-	50%	\$ 17.72	30%	\$ 31.34	-	-
	Year 2 %	-	-	50%	\$ 17.72	25%	\$ 33.58	-	-
	Year 3 %	-	-	50%	\$ 17.72	20%	\$ 35.82	-	-
	Option Year 1%	-	-	50%	\$ 17.72	0%	\$ 44.77	-	-
	Option Year 2%	-	-	50%	\$ 17.72	0%	\$ 44.77	-	-
	Option Year 3%	-	-	50%	\$ 17.72	0%	\$ 44.77	-	-
	Additional % 10-200 Cartons Delivered	-	-	51%	\$ 17.37	0%	\$ 44.77	-	-
	Additional % 200+ Cartons Delivered	-	-	52%	\$ 17.01	0%	\$ 44.77	-	-

The following is a summary of Bidders' price proposals for **Adhesive, Backing, and Cove Base Options**:

UOM	DESCRIPTION	Bentley		Mohawk		Shaw		Tarkett	
	ADHESIVE	LIST PRICE	DISCOUNT OFF LIST PRICE	LIST PRICE	DISCOUNT OFF LIST PRICE	LIST PRICE	35% DISCOUNT OFF LIST PRICE	LIST PRICE	26% DISCOUNT OFF LIST PRICE
4-GAL	Multi-Purpose	\$ 49.30	N/A	\$ 159.31	0%	\$ 85.00	\$ 55.25	\$ 126.52	\$ 93.62
4-GAL	Higher pH and Moisture Resistant	\$ 47.12	N/A	\$ 221.20	0%	\$ 299.50	\$ 194.68	\$ 126.52	\$ 93.62
4-GAL	Pressure Sensitive	\$ 119.10	N/A	\$ 148.64	0%	\$ 145.00	\$ 94.25	\$ 126.52	\$ 93.62
4-GAL	Sealant /Primer for self adhesive carpet tile	\$ -	N/A	\$ 205.43	0%	\$ 115.00	\$ 74.75	\$ 126.52	\$ 93.62
4-GAL	Sealant /Primer for installation over VCT tiles	\$ -	N/A	N/A	0%	\$ 115.00	\$ 74.75	\$ 215.56	\$ 159.51
1-QT	Seam Sealer #1	\$ 20.10	N/A	\$ 20.78	0%	\$ 25.00	\$ 16.25	\$ 16.50	\$ 12.21
2-QT	Seam Sealer #2	\$ -	N/A	\$ 129.01	0%				
8 oz	Other - PermaWeld Seam Sealer	\$ 9.10	N/A						
EACH	Other - AFFIXX Velcro Tabs (500 tab box)	\$ 105.03	N/A						
EACH	Other - 2 inch AFFIXX Tape (1 roll)	\$ 59.52	N/A						
EACH	Other - 2 inch AFFIXX Tape (6 roll box)	\$ 350.12	N/A						
EACH	Other - LVT ADHESIVE M95 (4-GAL)			\$ 177.72	0%				
EACH	Other - LokWorx+ Resilient					\$ 235.00	\$ 152.75		
EACH	Other - Stair Tread Adhesive					\$ 106.00	\$ 68.90		
UOM	BACKING OPTIONS	LIST PRICE	DISCOUNT OFF LIST PRICE	LIST PRICE	DISCOUNT OFF LIST PRICE	LIST PRICE	30% DISCOUNT OFF LIST PRICE	LIST PRICE	DISCOUNT OFF LIST PRICE
Modular	Modular - Attached Cushion ethos backing			\$ 4.75	0%	\$ 8.00	\$ 5.60	\$ 62.34	\$ 31.58
Modular	Modular - Attached Cushion powerbond			\$ 4.00	0%	\$ 11.00	\$ 7.70	\$ 52.91	\$ 25.76
	Other - EcoWorx ES Peel and Stick					\$ 5.00	\$ 3.50		

UOM	COVE BASE	LIST PRICE	DISCOUNT OFF LIST PRICE	LIST PRICE	DISCOUNT OFF LIST PRICE	LIST PRICE	DISCOUNT OFF LIST PRICE	LIST PRICE	DISCOUNT OFF LIST PRICE
Lin Ft	4" Rubber Coving with Toe - Product	\$ 2.48	30%	\$ 0.86	0%	\$ 1.80	30%	\$ 0.85	46.98%
			\$ 1.74	\$ 0.86		\$ 1.26			
Lin Ft	6" Rubber Coving with Toe - Product	\$ 3.73	30%	\$ 1.52	0%	\$ 2.74	30%	\$ 1.30	42.79%
			\$ 2.61	\$ 1.52		\$ 1.92			
Lin Ft	4" Vinyl with Toe - Product	\$ 2.18	30%	\$ 0.84	0%	\$ 1.30	30%	\$ 0.72	37.80%
			\$ 1.53	\$ 0.84		\$ 0.91			
Lin Ft	6" Vinyl with Toe - Product	\$ 3.43	30%	\$ 1.38	0%	\$ 2.67	30%	\$ 1.09	30.73%
			\$ 2.40	\$ 1.38		\$ 1.87			
Lin Ft	4" Rubber Straight - Product	\$ 2.48	30%	\$ 0.86	0%	\$ 1.80	30%	\$ 0.85	46.98%
			\$ 1.74	\$ 0.86		\$ 1.26			
Lin Ft	6" Rubber Straight - Product	\$ 3.73	30%	\$ 1.52	0%	\$ 2.74	30%	\$ 1.30	42.79%
			\$ 2.61	\$ 1.52		\$ 1.92			
Lin Ft	4" Vinyl Straight - Product	\$ 2.18	30%	\$ 0.84	0%	\$ 1.59	30%	\$ 0.72	37.80%
			\$ 1.53	\$ 0.84		\$ 1.11			
Lin Ft	6" Vinyl Straight - Product	\$ 2.18	30%	\$ 1.38	0%	\$ 2.67	30%	\$ 1.09	30.73%
			\$ 1.53	\$ 1.38		\$ 1.87			
	Add Stairtread information	\$ 12.48	30%			\$ 28.14	30%		
			\$ 8.74			\$ 19.70			
Lin Ft	Rubber Tread - Solid							\$ 12.82	36.78%
Lin Ft	Rubber Tread Speckled							\$ 15.33	44.69%
Lin Ft	Rubber Tread & Riser - Solid							\$ 16.17	45.79%
Lin Ft	Rubber Tread & Riser - Speckled							\$ 18.73	43.86%

The following is a summary of Bidders' price proposals for an **Example Job in Ingham County (Zone 4)**:

BENTLEY MILLS					
MI Example Job with Correct Rates for Contract					
Ingham County					
Item	Description	Quantity	Unit of Measure	Discount Price	Extended Price
1	Modular Carpet Tile (Field)	5,000	sy	\$34.45	\$172,250.00
2	Walk off Carpet	500	sy	\$40.84	\$20,420.00
3	Luxury Vinyl Tile	1,000	sf	\$3.21	\$3,210.00
4	Pressure Sensitive Adhesive - Carpet	55	4 gal pail	\$119.10	\$6,550.50
5	Adhesive - LVT	10	4 gal pail	\$119.10	\$1,191.00
6	Labor - Carpet Removal	6,500	sy	\$3.13	\$20,345.00
7	Labor - Floor Preparation	6,500	sy	\$7.31	\$47,515.00
8	Labor - Installation Services	6,500	sy	\$8.74	\$56,810.00
Grand Total Project Cost					\$328,291.50

MOHAWK						
Schedule B - Pricing						
Request For Proposal No.: 23000000184						
Modular Carpet Tile, Flooring & Related Products and Services						
MI Example Job with Correct Rates for Contract						
Ingham County						
Item	Description	Quantity	Unit of Measure	Discount Price	Extended Price	
1	Modular Carpet Tile (Field)	5,000	sy	\$15.34	\$76,700.00	
2	Walk off Carpet	500	sy	\$19.23	\$9,615.00	
3	Luxury Vinyl Tile	1,000	sf	\$2.11	\$2,110.00	
4	Pressure Sensitive Adhesive - Carpet	55	4 gal pail	\$148.64	\$8,175.20	
5	Adhesive - LVT	10	4 gal pail	\$177.72	\$1,777.20	
6	Labor - Carpet Removal	6,500	sy	\$5.60	\$36,400.00	MohawkOne Price Zone 4 "Carpet tile removal standard"
7	Labor - Floor Preparation	6,500	sy	\$3.24	\$21,060.00	MohawkOne Price Zone 4 "Floor Preparation service standard"
8	Labor - Installation Services	6,500	sy	\$5.80	\$37,700.00	MohawkOne Price Zone 4 "Carpet installation services carpenter only standard"
Grand Total Project Cost					\$193,537.40	
Notes						
1. Sales tax not included. Applicable sales tax will be applied at time of order.						
2. Price includes all work as specifically stated in above description for the quantities stated. Any unforeseen circumstances may require additional labor and can be handled through the change order process.						
3. Standard floor prep includes: light sweeping and hairline crack filling. Any extra unforeseen floor prep: heavy scraping, trench filling, grinding, filling large depressions, leveling, or floating must be approved through a change order.						
4. Proposal based on materials delivering to job site.						
5. Proposal does not include removal/replacement or fixtures and or merchandise.						
Exclusions						
Bonding cost, extensive floor prep, protection of floors, resilient flooring, moisture testing, asbestos abatement, cleaning/waxing of resilient, carpet cleaning, border carpet, preformed comers, special delivery/equipment, union labor, no thresholds/door trimming, mats, stair materials, phasing						

SHAW					
Schedule B - Pricing					
Request For Proposal No.: 23000000184					
Modular Carpet Tile, Flooring & Related Products and Services					
MI Example Job with Correct Rates for Contract					
Ingham County					
Item	Description	Quantity	Unit of Measure	Discount Price	Extended Price
1	Modular Carpet Tile (Field)	5,000	sy	\$25.03	\$125,150.00
2	Walk off Carpet	500	sy	\$34.92	\$17,460.00
3	Luxury Vinyl Tile	1,000	sf	\$3.45	\$3,450.00
4	Pressure Sensitive Adhesive - Carpet	55	4 gal pail	\$101.50	\$5,582.50
5	Adhesive - LVT	10	4 gal pail	\$164.50	\$1,645.00
6	Labor - Carpet Removal	6,500	sy	\$6.09	\$39,585.00
7	Labor - Floor Preparation	6,500	sy	\$3.69	\$23,985.00
8	Labor - Installation Services	6,500	sy	\$6.01	\$39,065.00
Grand Total Project Cost					\$255,922.50

TARKETT					
Schedule B - Pricing					
Request For Proposal No.: 230000000184					
Modular Carpet Tile, Flooring & Related Products and Services					
MI Example Job with Correct Rates for Contract					
Ingham County					
Item	Description	Quantity	Unit of Measure	Discount Price	Extended Price
1	Modular Carpet Tile (Field)	5,000	sy	\$23.15	\$115,750.00
2	Walk off Carpet	500	sy	\$29.54	\$14,770.00
3	Luxury Vinyl Tile	1,000	sf	\$2.81	\$2,810.00
4	Pressure Sensitive Adhesive - Carpet	55	4 gal pail	\$93.03	\$5,116.65
5	Adhesive - LVT	10	4 gal pail	\$215.56	\$2,155.60
6	Labor - Carpet Removal	5,500	sy	\$6.29	\$34,595.00
7	Labor - Floor Preparation	6,500	sy	\$4.38	\$28,470.00
8	Labor - Installation Services	6,500	sy	\$6.29	\$40,885.00
Grand Total Project Cost					\$244,552.25

VI. Negotiations

All four bidders met the minimum specifications and passed Step 1 of the technical evaluation (scored 80 points or more), Step 2. evaluation of proposed product samples, and Step 3 evaluation of Schedule B- Pricing. Additional clarifications and pricing reductions were requested from the four bidders. Results are as follows:

a. Modular Carpet Tile

- Bentley proposed additional discounts of 3% - 11% per Square Yard, depending on style, over the initial 3-year term of the contract. An additional 3% discount per Square Yard was proposed for the 3 option years.
- Mohawk and Shaw did not propose additional discounting per square yard.
- Tarkett proposed additional discounting of 1.94% - 11.35% per Square Yard, depending on style, over their original proposed pricing. In addition, Tarkett proposed 3 lower-priced modular carpet tile options in Clarification 3, 1 of which meets the State's required specifications.

b. Walk off Carpet Tile

- Bentley provided additional discounting of 3% per Square Yard over their original proposed pricing.
- Mohawk and Shaw did not offer additional discounting.
- Tarkett offered an additional 1.03% discount per Square Yard for one of their 3 walk off tile offerings.

c. Broadloom Carpet

- Bentley proposed an additional discount of 3% per Square Yard on their 12' broadloom during the initial term of the contract.

- Mohawk proposed an additional discount of 7% per Square Yard on their 12' broadloom through the initial term and 3 option years.
- No additional discounting proposed by Shaw or Tarkett.

d. Luxury Vinyl Tile

- Bentley did not propose additional discounting.
- Mohawk proposed additional discounting of 3% for the entire life of the contract (3 + 3).
- Shaw did not propose additional discounting.
- Tarkett proposed 10.35% - 23/46% additional discounting per Square Feet, depending on style, over their original price proposal.

e. Rubber & Vinyl Cove Base / Rubber Stair Tread

- Bentley did not offer any additional discounts in this category.
- Mohawk proposed 3.8% - 6.5% additional discounting per lineal feet of rubber and vinyl cover base. No additional discounting on stair tread.
- Shaw did not provide pricing in their initial response but added it to Clarification 2 at 30% discounting per lineal feet of rubber and vinyl cove base. Shaw did not propose pricing on Stair Treads
- Tarkett proposed additional discounting of 34.98% per Lineal feet on Rubber and Vinyl Cove Base, and an additional 24.78% - 33.69% per lineal feet on Stair Tread, depending on product.

VII. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder who offers the best value to the State of Michigan. Best value is based on the Bidder passing mandatory minimum requirements, meeting the minimum point threshold, and offering the best combination of the factors stated in the *Proposal Instructions Evaluation Process* section, and price.

Tarkett USA Inc. provided the best value to the State. Best value factors for Award Recommendation include:

- Bidder's Non-Obsolescence Policy (above the State's requirement of Contractor's ability to make the product line and the colors in each product line that the State selects available and/or compatible for minimum of 1 (one) year after expiration of the Contract) allowing State to obtain discontinued products as a custom order with nominal required minimums;
- Bidder's environmentally responsible options for recycling and/or disposal of products;
- Bidder's ability to hold materials at its facility for an agreed upon amount of time at no additional cost in the event of project delays;
- Bidder's selection of Modular Carpet Tiles for application in SOM buildings due to the variety of colorways that coordinate with existing standard SOM office furniture, pattern options, and low pile heights that won't interfere with movement of office chairs;

- Bidder's clear description of standard Floor Preparation conditions VS. Excessive Floor Preparation conditions for floor product installations;
- Bidder's agreement with the State's Standard Contract Terms without exceptions;
- Bidder's ability to hold pricing throughout the term of the contract.

The JEC determined that a resulting contract to Tarkett USA Inc. would present the best value to the State of Michigan. Award Recommendation is made to Tarkett USA Inc. in the amount of \$6,000,000.00.