Sunnyvale

RTC 22-0366
Civic Center Phase 1 Furniture



Allison Boyer and Greg Card
City of Sunnyvale, 03/22/2022

Furniture Selection Team

Furniture Selection Team provided input on furniture, finishes and style preferences for the final furniture packages

- Furniture selection started in January 2020. The Team visited 3 furniture vendors in San Francisco
- March 2020: additional furniture vendor visit in Santa Clara
- Early 2021: Two furniture vendors selected to develop packages



City Furniture Selection Team comprised of staff from several departments and represented a variety of staff sizes

Furniture for City Hall and new EOC building

- City is utilizing pre-negotiated OMNIA Public Contracts
- June 2021: City executes contracts with Pivot (Herman Miller furniture line) and InsideSource (Allsteel furniture line) to develop packages
- June 2021 – March 2022: furniture packages developed
- March 2022: Final furniture packages presented to City Departments for final review





Typical Workstation - cubicles



Typical Office



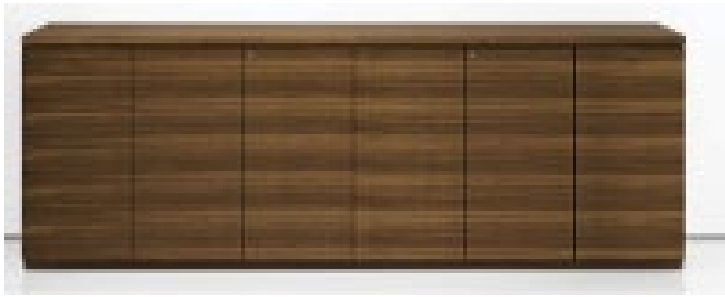




Ancillary Furniture













Terrace Furniture







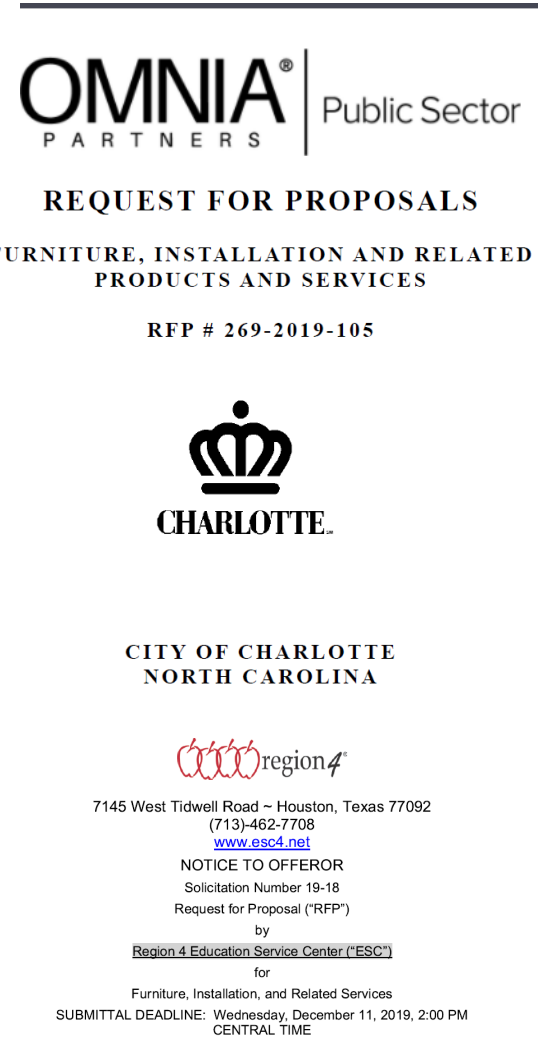






Omnia Partners Co-Operative Agreement

- City regularly utilizes “co-operative” agreements solicited by quasi-public entities (i.e. Omnia Partners)
- Aligns with the Municipal Code provided competitive process conducted
- City realizes efficiency by avoiding full competitive process and savings with negotiated agreement and pricing
- Allows staff to further negotiate specific terms and pricing, when necessary



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REQUEST FOR PROPOSALS

FURNITURE, INSTALLATION AND RELATED PRODUCTS AND SERVICES

RFP # 269-2019-105

CHARLOTTE.

CITY OF CHARLOTTE
NORTH CAROLINA

region 4

7145 West Tidwell Road ~ Houston, Texas 77092
(713)-462-7708
www.esc4.net

NOTICE TO OFFEROR
Solicitation Number 19-18
Request for Proposal (“RFP”)
by
Region 4 Education Service Center (“ESC”)
for
Furniture, Installation, and Related Services
SUBMITTAL DEADLINE: Wednesday, December 11, 2019, 2:00 PM CENTRAL TIME

Review and Negotiation of Omnia Agreement

- Staff reviewed product ordering documents for pricing alignment with agreement
- Staff negotiated with Pivot and Insidesource and Omnia Partners on pricing and products purchased
- Pivot withheld pricing increases allowable in the agreement
- Price discount was extended for Geiger product not available through the agreement
- Staff remains in negotiation to clarify installation costs for project which may further decrease overall not-to-exceed amount

PIVOT

HermanMiller

Insidesource

Allsteel

Total Not to Exceed Cost (per Building) and Contingency

- Total recommended not-to-exceed amounts will be paid for actual services and products delivered
- If forecasted services for overtime or weekend work do not occur, these will be cost savings
- Contingency amount of 7% will cover unexpected storage fees, additional purchases due to supply chain issues, or additional work needed to meet deadlines
- Total NTE cost for Civic Center product and installation is $5,655,439.24
- Total NTE cost for EOC product and installation is $130,094.14





Recommendation

- Award a not-to-exceed furniture contract in the amount of $2,017,651 to Insidesource
- Award a not-to-exceed furniture contract in the amount of $3,767,883 to Pivot Interiors
- Approve a 7% contingency in the amount of $141,236 to Insidesource
- Approve a 7% contingency in the amount of $263,7512 to Pivot Interiors
- Authorize the City Manager to execute the contracts

Thank you

Questions?