

PUBLIC SAFETY COMMITTEE

11-0460R

RESOLUTION AWARDING A CONTRACT TO FLUID INTERIORS, LLC,
FOR THE PURCHASE AND INSTALLATION OF PRIVATE OFFICE AND
SYSTEMS FURNITURE FOR THE NEW PUBLIC SAFETY BUILDING IN
THE AMOUNT OF \$220,720.12.

CITY PROPOSAL:

RESOLVED, that the proper city officials are hereby authorized to enter into a contract with Fluid Interiors, LLC, for the purchase and installation of private office and systems furniture for the new public safety building in accordance with approved specifications prepared by the city's consultant LHB, Inc., and the vendor's low bid of \$206,521.75 plus \$14,198.37 sales tax for a total combined amount of \$220,720.12, payable from Capital Improvements Fund 450, Dept./Agency 030 (Finance), Object 5520 (Buildings & Structures), Project No. CP2009-0928B.

Approved:



Department Director

Purchasing Agent  _____

Approved as to form:



Attorney

Approved for presentation to council:



Chief Administrative Officer

Approved:



Auditor

DPD/PRCH DS:le 08/29/11

STATEMENT OF PURPOSE: This resolution authorizes a contract with Fluid Interiors, LLC, for the purchase and installation of furniture in work station cubicles for the new police headquarters building for \$220,720.12, payable from the capital improvements fund.

The purchasing division posted the original invitation to bid July 12, 2011, on the city's website. Vendors were asked to provide quotes for different categories - (a) private office and systems furniture, (b) task and conference room seating, (c) multipurpose seating, and (d) design services.

The city received seven bids by the August 9, 2011, closing date. The city's consultant LHB, Inc., the purchasing agent, and police department staff reviewed and evaluated each bids for completeness and adherence to specifications. They determined that Fluid Interiors, LLC, provided the most complete bid for the lowest cost in the category of private office and systems furniture.

The attached letter and bid tabulation explain the basis for the determination.

Furniture for the New Police Headquarters Building Bid No. 11-25DS Bid Opening August 9, 2011		
Vendor	City	State
Duluth Type & Business Furniture Co.	Duluth	MN
Northern Business Products, Inc.	Duluth	MN
Parameters	Minneapolis	MN
ECO, LLC	Duluth	MN
OM Workspace	Maple Grove	MN
Fluid Interiors, LLC	Minneapolis	MN
Hendricksen PSG	Minneapolis	MN

Requisition No. 11-0494



21 West Superior Street, Suite 500
Duluth, Minnesota 55802
218 727-8446
Fax 218 727-8456
www.LHBcorp.com

August 22, 2011

Dennis Sears
Purchasing Division
Rm 100 City Hall
411 West 1st Street
Duluth, MN 55802

**DULUTH POLICE HEADQUARTERS – FURNITURE
FURNITURE BID 11-25DS - AWARDS**

I have completed my evaluation of the Duluth Police Furniture Bid submittals received August 9, 2011. As part of the review process for LOT 1 I asked that two dealerships adjust their final bids to reflect the products specified so that each bid included the same products. I have summarized my evaluation in the attached Bid Tab Form Comparison for LOT 1.

I spoke with DC Robin Roeser and LT Kerry Kolodge today regarding the Duluth Police Headquarters Furniture Bid awards. They would like to award the bid lots as described below. The complete Bid Tab Form Summary is attached for reference.

LOT 1 and LOT 4 – Private Office and Systems Furniture
Dealership: Fluid Interiors (Minneapolis, MN)
Manufacturer: Haworth (Compose furniture line)
Bid Amounts: \$201,615.96 (*respectively*)
Adjusted Bid Amount, LOT 1: \$206,521.75 (*still low bid*)

Herman Miller offers a better warranty on some private office and systems furniture components, but not significant enough to approve an adjusted bid amount of \$239,919.24 (a difference of \$33,397.49) and award to a local dealership.

LOT 2 – Task and Conference Room Seating
Dealership: Northern Business Products (Duluth, MN)
Manufacturer: Herman Miller (Aeron Chair seating)
Bid Amount: \$98,099.36

LOT 2 is based on the Herman Miller Aeron chair. None of the alternate chairs submitted could match the features of the Aeron chair that were important to Duluth Police. Features evaluated included the adjustability of the chair, structure of the mesh seat, fully-adjustable arms, Posture Fit lumber support, overall durability and warranty on all components (including pneumatic cylinder, casters and arms).

LOT 3 – Multipurpose Seating

Dealership: Duluth Type & Business Furniture (Duluth, MN)
Manufacturer: Steelcase (Move seating)
Bid Amount: \$16,422.00 (*low bid*)

Duluth Police evaluated all of the chair samples provided for LOT 3, in the end narrowing it down to Herman Miller, Haworth and Steelcase chairs. The Steelcase Move chair was considered more comfortable than the base bid Haworth Caper chair and offers several design options, including upholstered seats, arms or no arms, and multiple colors. Warranties, weight limits and overall performance characteristics were similar and there was no reason not to accept the low bid for LOT 3.

LOT 4 – Design Services

Most, if not all, design services were included as part of the furniture bids at no cost and will be provided by each dealership as part of the contract. Dealerships should be required to notify DC Robin Roeser before providing any service that would incur a design fee.

Note that the bid award amounts provided by bidders do not reflect the final furniture purchase amounts and should not be binding in their contracts. Duluth Police will work directly with these three dealerships to finalize the furniture and seating to be purchased under each contract. Final sales quotes will be prepared based on these bid amounts for review by LHB and Duluth Police and then ultimately for approval by the City Council before any furniture is ordered.

If you need anything further from LHB to award these three contracts please let me know.

LHB



KIIRI SCHOENBERG, CID, IIDA, LEED AP ID+C
CERTIFIED INTERIOR DESIGNER

Attachment: Bid Tab Form – Summary
Bid Tab Form Comparison for LOT 1

c: Robin Roeser, Kerry Kolodge – Duluth Police (Email)
Cynthia Poirier, Anne Porter – LHB (Email)
LHB File # 080321.01

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PROJECT TITLE: Duluth Police Headquarters

BID # 11-25DS - POLICE DEPARTMENT FURNITURE

BID TAB FORM SUMMARY

BID CLOSE: 2:00 p.m., Tuesday August 9, 2011

LHB PROJECT #: 080321

CITY OF DULUTH PROJECT #: 09.28.8

BIDDERS (Name, Address & Contact)	ADDENDUM RECEIVED			TOTAL BID	LOT BREAKDOWN											
	#1	#2	#3		Lot 1-B Private Office & Systems Furn, Materials	Lot 1-B Private Office & Systems Furn, Installation	Lot 1-C Private Office & Systems Furn, Travel	Lot 2-A Task & Conf. Seating, Materials	Lot 2-B Task & Conf. Seating, Installation	Lot 2-C Task & Conf. Seating, Travel	Lot 3-A Multi-Purpose Seating, Materials	Lot 3-B Multi-Purpose Seating, Installation	Lot 3-C Multi-Purpose Seating, Travel	Lot 4-A Design Services		
Duluth Type & Business Furniture Inc. 30 North 3rd Avenue West Duluth MN 55802 Contact: John Santoni, 218-722-5811	Y	Y	Y	\$401,128.00	\$296,377.00	Included	Included	\$88,329.00	Included	Included	\$16,422.00	Included	Included	\$0.00		
Northern Business Products 2326 West Superior Street Duluth, MN 55806 Contact: Paul Olson, 218-726-0167	Y	Y	Y	\$377,312.85	\$261,285.97	Included	Included	\$98,099.36	Included	\$0.00	\$17,927.52	Included	\$0.00	\$0.00		
Parameters 800 Hennepin Avenue, Suite 500 Minneapolis, MN 55403 Contact: Dana Schaeffer, 952-833-3369	N	N	N	\$22,021.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$20,176.00	\$1,845.00	Included	\$0.00		
ECO, LLC 400 West Superior Street Duluth, MN 55802 Contact: Julie McDonnell, 218-626-1118	Y	Y	Y	\$102,305.38	-	-	-	\$79,359.66	\$2,672.00	\$0.00	\$21,494.72	\$779.00	\$0.00	\$0.00		
ECO, LLC 400 West Superior Street Duluth, MN 55802 Contact: Julie McDonnell, 218-626-1118	Y	Y	Y	[\$104,305.38]	No Bid	No Bid	\$80,031.66	[\$82,031.66]	\$0.00	\$21,494.72	\$779.00	\$0.00	\$0.00	\$0.00		
OM Workspace 7500 Meridian Circle North Maple Grove, MN 55369 Contact: Rand Mako, 763-443-2465	Y	Y	Y	\$243,729.33	\$194,633.37	\$16,734.45	\$5,096.67	-	-	-	\$25,757.06	\$1,128.89	\$578.89	\$65/HR		
OM Workspace 7500 Meridian Circle North Maple Grove, MN 55369 Contact: Rand Mako, 763-443-2465	Y	Y	Y	\$26,787.62	\$216,464.49	No Bid	No Bid	-	-	-	\$25,279.84	\$1,128.89	\$578.89	\$65/HR		
Paid Interiors 100 North 6th Street, Suite 100A Minneapolis, MN 55403 Contact: Bert Claborn, 612-746-8740	Y	Y	Y	\$310,301.61	\$181,203.46	\$16,505.68	\$3,906.82	\$66,095.64	\$3,650.91	\$286.50	\$35,661.60	\$1,322.50	\$95.50	\$1,000.00		
Hennicksen PSG 1101 West River Parkway, Suite 100 Minneapolis, MN 55415 Contact: Larry Voelkers, 612-330-0049	Y	Y	Y	\$402,579.21	\$201,615.96	No Bid	No Bid	\$70,033.05	\$26,787.62	\$28,079.60	\$28,121.60	\$0.00	\$450.00	\$0.00		
				[\$403,029.21]	\$269,129.11			\$111,834.50			\$28,571.60			\$0.00		

NOTE: RED TEXT INDICATES A MATHEMATICAL ERROR IN BID AMOUNT; CORRECTED VALUE IS IN BRACKETS - SHADED CELLS INDICATE ALTERNATE PRODUCT SUBMITTALS (PER ADDENDA)