

Award Justification Statement
Solicitation #TO15003-TO15004
Contract Name: NASPO ValuePoint Floorcovering and Services

Conclusion

Overall, the evaluation committee determined that the proposals submitted by the firms listed in the NASPO ValuePoint Floorcovering Contract Matrix and the Regional Award documents for carpet and Hard Surface for the subcategories/quality levels by State provide the best value to the States.

Evaluation Process

Proposals were evaluated in accordance with Part 7 of the Utah Procurement Code by an Evaluation Committee comprised of representatives from the States of Alaska, Washington, Nevada, Utah, the University of Utah, Utah Canyons School District, and Utah Jordan School District. A representative from State Purchasing attended the evaluation committee meetings to ensure that the process outlined in the Procurement Code was followed but was not a voting member of the evaluation committee. A request for proposals was issued by the State to select floorcovering products and services providers (manufacturers and authorized dealers). Under Utah Code 63G-6a-702(2), the 2-Step RFP process was used because criteria other than cost were considered important in determining which proposals provide the best value to the States. These other factors (other than cost) were highly significant in determining which vendor's proposal provided the best value to the State. The following paragraphs describe each step and explain the mandatory requirements and scores assigned to each proposal by the State's evaluation committee.

1. TO15003 Step One: Administrative Requirements Compliance

Compliance Factor	Criteria	Determination
Administrative Requirements	Timely Receipt of Proposal	Pass or Fail
Administrative Requirements	Complete Proposal Packet	Pass or Fail
Mandatory Requirements	Mandatory requirements Compliance	Pass or Fail

All proposals that pass the Administrative Requirements Compliance were evaluated to determine that offerors are capable, willing, and able to comply with all mandatory minimum requirements.

- TO15003 Firm Name Section 2 Review: Proposals that earned a Pass for all line items on TO15003 Firm Name Section 2 will earn a Pass for Part 1 of the evaluation process.
- TO15003 Firm Name Warranty Review: Proposal packets that include warranty documents for all carpet and/or hard surface products will earn a pass for Part 2 of the evaluation process.
- TO15003 Firm Name Administrator Review: Proposal packets that include an administrator resume' and contact information and Usage Report Administrator contact information will earn a pass for Part 3 of the evaluation process.
- TO15003 Firm Name Marketing Plan: Proposal packets that include a marketing plan as instructed will earn a pass for Part 4 of the evaluation process.

Each marketing plan will be scored on a range of 1-5 by each evaluation committee member. The total score for each proposal will be an average of the evaluation committee member's total score. The scores will allow offerors who pass Step One to garner the following points to carry over into Step Two: 1 = 10 points, 2 = 20 points, 3 = 30 points, 4 = 40 points, 5 = 50 points.

Score will be assigned as follows:

- 1 = Poor
- 2 = Fair
- 3 = Average
- 4 = Above Average
- 5 = Superior

All proposals that passed the administrative requirements and earn a pass for all 4 line items of the evaluation process were invited to compete in Step Two of the multi-phase RFP process.

TO15013 WSCA-NASPO Floorcovering - Step One Results														
	MOHAWK	SHAW PHIL COMM	Offeror X	SHAW PATCRAFT	SHAW CONTRACT GROUP	J&J-INVISION	INTERFACE	LEE WRIGHT	MILLIKEN	MANNINGTON	TANDUS	BOLYU	NORA	Offeror Y
ADMINISTRATIVE REQUIREMEN	PASS	PASS	FAIL	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	FAIL
EVALUATION PROCESS	PASS	PASS		PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	PASS	
MARKETING PLAN SCORES	30	40		40	40	20	30	10	20	30	40	30	20	

In the opinion of the Evaluation Committee, Firms listed in the chart above meet or exceed the administrative and solicitation requirements and are eligible to compete in Step 2 TO15004 phase of the 2-Step RFP process.

2. TO15004 Step Two: Evaluation Process

Proposals were evaluated for completeness and compliance with the requirements of this RFP by the contract administrator and evaluation committee members. Only those proposals that passed the administrative requirements were evaluated further.

1. Proposals received by the due date and time posted in Bid Sync. Proposals received after the due date and time will not be considered and will be deemed as non-responsive. There are no exceptions to this requirement. Eight (8) proposals were received by the due date and time posted in Bid Sync.
2. Complete packet received. The procurement manager will ensure that each proposal contains a document for each item listed in the Proposal Checklist in Section 4.3. Eight (8) proposals received contained a complete packet.
3. All required documents are completely and correctly completed and submitted.

Scoring Process

CARPET

The following chart shows the total possible points for each Product Subcategory and Quality Level for Carpet

Product Category	Total Possible Points	Product Category	Total Possible Points	Product Category	Total Possible Points
Modular Carpet Moderate		Modular Carpet Heavy		Modular Carpet Severe	
Type A Moderate Cost	629	Type A Heavy Cost	629	Type A Severe Cost	629
Type A Moderate Warranty Offering	368	Type A Heavy Warranty Offering	368	Type A Severe Warranty Offering	368
Marketing Plan	50	Marketing Plan	50	Marketing Plan	50
Raw Points Score	1047	Raw Points Score	1047	Raw Points Score	1047
Total Points	1000	Total Points	1000	Total Points	1000
Modular Carpet Type B		Modular Carpet Type B		Modular Carpet Type B	

Moderate		Heavy		Severe	
Type B Moderate Cost	629	Type B Heavy Cost	629	Type B Severe Cost	629
Type B Moderate Warranty Offering	368	Type B Heavy Warranty Offering	368	Type B Severe Warranty Offering	368
Marketing Plan	50	Marketing Plan	50	Marketing Plan	50
Raw Points Score	1047	Raw Points Score	1047	Raw Points Score	1047
Total Points	1000	Total Points	1000	Total Points	1000
Modular Carpet Type C Moderate		Modular Carpet Type C Heavy		Modular Carpet Type C Severe	
Type C Moderate Cost	629	Type C Heavy Cost	629	Type C Severe Cost	629
Type C Moderate Warranty Offering	368	Type C Heavy Warranty Offering	368	Type C Severe Warranty Offering	368
Marketing Plan	50	Marketing Plan	50	Marketing Plan	50
Raw Points Score	1047	Raw Points Score	1047	Raw Points Score	1047
Total Points	1000	Total Points	1000	Total Points	1000
6' Broadloom Type A Moderate		6' Broadloom Type A Heavy		6' Broadloom Type A Severe	
Type A Moderate Cost	629	Type A Heavy Cost	629	Type A Severe Cost	629
Type A Moderate Warranty Offering	368	Type A Heavy Warranty Offering	368	Type A Severe Warranty Offering	368
Marketing Plan	50	Marketing Plan	50	Marketing Plan	50
Raw Points Score	1047	Raw Points Score	1047	Raw Points Score	1047
Total Points	1000	Total Points	1000	Total Points	1000
6' Broadloom Type B Moderate		6' Broadloom Type B Heavy		6' Broadloom Type B Severe	
Type B Moderate Cost	629	Type B Heavy Cost	629	Type B Severe Cost	629
Type B Moderate Warranty Offering	368	Type B Heavy Warranty	368	Type B Severe Warranty	368

		Offering		Offering	
Marketing Plan	50	Marketing Plan	50	Marketing Plan	50
Raw Points Score	1047	Raw Points Score	1047	Raw Points Score	1047
Total Points	1000	Total Points	1000	Total Points	1000
6' Broadloom Type C Moderate		6' Broadloom Type C Heavy		6' Broadloom Type C Severe	
Type C Moderate Cost	629	Type C Heavy Cost	629	Type C Severe Cost	629
Type C Moderate Warranty Offering	368	Type C Heavy Warranty Offering	368	Type C Severe Warranty Offering	368
Marketing Plan	50	Marketing Plan	50	Marketing Plan	50
Raw Points Score	1047	Raw Points Score	1047	Raw Points Score	1047
Total Points	1000	Total Points	1000	Total Points	1000
12' Broadloom Type A Moderate		12' Broadloom Type A Heavy		12' Broadloom Type A Severe	
Type A Moderate Cost	629	Type A Heavy Cost	629	Type A Severe Cost	629
Type A Moderate Warranty Offering	368	Type A Heavy Warranty Offering	368	Type A Severe Warranty Offering	368
Marketing Plan	50	Marketing Plan	50	Marketing Plan	50
Raw Points Score	1047	Raw Points Score	1047	Raw Points Score	1047
Total Points	1000	Total Points	1000	Total Points	1000
12' Broadloom Type B Moderate		12' Broadloom Type B Heavy		12' Broadloom Type B Severe	
Type B Moderate Cost	629	Type B Heavy Cost	629	Type B Severe Cost	629
Type B Moderate Warranty Offering	368	Type B Heavy Warranty Offering	368	Type B Severe Warranty Offering	368
Marketing Plan	50	Marketing Plan	50	Marketing Plan	50
Raw Points Score	1047	Raw Points Score	1047	Raw Points Score	1047

Total Points	1000	Total Points	1000	Total Points	1000
12' Broadloom Type C Moderate		12' Broadloom Type C Heavy		12' Broadloom Type C Severe	
Type C Moderate Cost	629	Type C Heavy Cost	629	Type C Severe Cost	629
Type C Moderate Warranty Offering	368	Type C Heavy Warranty Offering	368	Type C Severe Warranty Offering	368
Marketing Plan	50	Marketing Plan	50	Marketing Plan	50
Raw Points Score	1047	Raw Points Score	1047	Raw Points Score	1047
Total Points	1000	Total Points	1000	Total Points	1000

The evaluation committee scored each proposal according to the instructions provided in the RFP document. The documents titled Carpet <Region> Award and Hard Surface <Region> Award provide the scoring and the award results. All offers meeting the minimum score threshold as described below are highlighted in yellow and will receive contract awards for those specific product subcategory and/or quality level per State.

Hard Surface: Any Offeror who received 800 points or more received an award for the product subcategory and State. This award process was repeated for all product subcategories by State.

Carpet: Any Offeror who received 800 points or more received an award for the State Product Subcategory Product Type Quality Level. This award process was repeated for all product subcategories by State.

Cost-Benefit Analysis

Not Applicable

Conclusion

Based on the justifications outlined above, it is the opinion of the Evaluation Committee, that the proposals that received the specific product subcategory and/or quality level by State provide the best value to the States.