



**Purchasing Division**  
 18 North County Street, 9th Floor  
 Waukegan, Illinois 60085-4350  
 Phone 847-377-2992  
 Fax 847-984-5889  
 purchasing@lakecountyil.gov

## Award Information – 5/21/2020

### Contract Information

Purchase Description: **Complete Furniture Design, Installation, and Value-Added Services for Lake County**

Contract Start Date: **June 9, 2020**

Initial Term: **Two Year Contract**

Term Dates: **June 9, 2020 through June 8, 2022**

Renewals: **Three One Year Renewals**

### Vendor Information

Company Name: **BOS**

Address: **501 S. Gary Ave.**

*Street Address*

*Suite/Unit #*

**Roselle**

*City*

**IL**

*State*

**60172**

*ZIP Code*

Contact Name: **Kimberly Sullivan**

Funding Account Description:

**Varies Lake County Accounts**

Budget Information: **As budgeted**

Department: **Facilities and Construction**

Department Contact: **Jon Joy**

Award Amount: **TBD**

### Bid / RFP Information

Registered Vendors: **35 (5 Local)**

Responses Received: **6 (1 Local)**

#### Intent:

It is the intent of Lake County to enter into a multi-year contractual agreement for the design, purchase, and installation of a wide variety of modular office furniture in accordance with the parameters included herein. Services provided under this contract will include a mixture of large-scale capital purchases (example: new construction and major remodels), facility improvement purchases (example: new conference rooms or small banks of cubicles) and departmental purchases (example: new task chair or cabinetry).

#### Scope of Work:

Lake County is seeking a turnkey solution for design, procurement, installation and project management of its furniture related needs. In addition, Lake County is seeking value added services which include facility management, forward planning, and financial control systems.



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- Facility Management may include services such as: reconfiguration services, non-obsolescence product line offerings, haul-off services (must comply with Lake County Surplus Property Policy – Attached), furniture asset management, and comprehensive warranty claim program.
- Forward Planning may include services such as: culture/change management, (furniture) space standards design and roll-out, and (furniture) product line standardization.
- Financial Control may include services such as: increased discounts based on aggregated gross County expenditure, renewal program cost forecasting, warranty program database, and establishment of a centralized ordering/installation/billing management database.

In pursuit of the above, Lake County looks to this vendor to provide creative and financially prudent solutions.

#### **Evaluation of Proposals:**

- A. Relevant Experience: Proven experience in the implementation of similar contractual relationships;
- B. Project Team: Qualifications of proposed project team members, including depth of talent and staffing experienced in the execution of similar contracts;
- C. Qualitative Analysis: Product offering, compatibility, and quality;
- D. Quantitative Analysis: Pricing structure
- E. Meets or Exceeds scope of work: Service inclusions, customer interface, and project management
- F. Firm Differentiation: Distinct attributes that make the firm uniquely capable to provide the services required and value-added services.

#### **Department Recommendation:**

Lake County Purchasing received and opened 6 proposals on February 11, 2020 for Complete Furniture Design, Installation, and Value-Added Services for Lake County. A multi-departmental team reviewed and evaluated the proposals. Interviews were held with the top three ranked firms. The evaluation team selected BOS as the most qualified vendor that meets the needs of Lake County.