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A. GENERAL INFORMATION

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(1) Offeror's Name

HAWORTH, INC. One Haworth Center Holland, Michigan 49423

(2) Facilities

We currently manufacture our product in the following locations:





(3) Manufacturer

HAWORTH, INC.

UniGroup - TriCircuit and Power Base panels and components Cygnia - A fully integrated system of wood panels and components.

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SystemSeating - Ergonomically responsive office seating Electronic Support - Specialized freestanding and panel supported computer related furniture.

(4) Years Manufacturing System

HAWORTH, INC.

1975 UniGroup 1976 TriCircuit ERA-1 1985 Cygnia 1986 Power Base

Growth

Annual aggregate sales in each of last ten years.



(5) Contact For Negotiation

Phillip Todd Manager of Contract Development HAWORTH, INC. One Haworth Center Holland, Michigan 49423 1-800-832-0022

(6) References

Project Name:	Defense General Supply				
Project Location:	Richmond, Virginia 23797-5000				
Project Type:	Federal Supply and Procurement				
Year Completed:	1985				
Size:	3 Million Dollars				
Client:	Defense General Supply				
	Ms. Donna.Schultz 804-275-3853				

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Project Name: See. 24 Project Location: Project Type: Year Completed: Size: Client: Project Name: Project Location: Project Type: Year Completed: Size: Client: and a state of a

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PROJECT INFORMATION

Understanding

Haworth understands the <u>scope</u> of the project to include a total package of goods and services provided by a single vendor on the GSA System Supply Schedule. The award is for an indefinite quartity to be determined by final floor plans, not yet available. The final order will be for workstation of like product and quantities as the prototypicals included in the bid documents.

Haworth understands NRC's <u>purpose</u> to consolidate Agency personnel at one location (two buildings), to insure the staff a quality product, with maximum flexibility, at a competitive price and in a timely and organized manner.

The <u>requirements</u> are as clearly stated in P.F.Q. 610257 and subsequent amendments. All offerors must meet the minimum acceptable requirements set by GSA Federal Supply Schedule. Additionally, the extent of availability of desired features will be considered during NRC's Technical Evaluation.

The most obvious constraints of the project are the abbreviated lead time for large numbers of workstations, the length of time (five years) that project discount needs to be in effect and the possible necessity for product storage. Haworth is committed to providing the product and services necessary to insure a successful project within these constraints.

We believe that realistic planning and scheduling could minimize or possibly eliminate storage requirements. Additionally, close coordination with the architect, designer and General Contractor can allow for adequate manufacturing time. Haworth also believes that a commitment by NRC for a project of 2500 workstations deserves a commitment by the manufacturer to hold the discount for the term of the contract. The Haworth team includes both the facilities and personnel of our extensive Corporate organization in Holland, Michigan; our Eastern Distribution Center

SCOPE

Information" identify the personnel that will be directly involved in NRC's project. It expands upon each individual's role, responsibilities and qualifications. The primary team, their scope and project coordinators are as follows:

PROJECT COORDINATOR

Haworth Corporate Haworth Mid-Atlantic

The support team members are:



TEAM

Manufacturer Liason Project Management Design Services Installation Services



Haworth Corporate Haworth Mid-Atlantic

Haworth firmly believes that a successful project is the result of teamwork by specialists in their respective fields, i.e. manufacturing. Project Management, design and installation. Haworth for a second second

Team

Approach

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The overall Project Manager will be He will work closely with NPC's Project Officer by recording to all requests which will enable the Project Officer to fulfill his obligation to monitor project progress.

Mutually agreed upon project meetings will be established to include the Project Coordinators, NRC's Project Officer and any other members of the whole team that the Project Manager, for the Project Officer (NRC) deem necessary. The architect, General Contractor, subcontractors and the demountable wall manufacturer will most protably be involved in some project meetings to facilitate the interface of each with the system. A firm program for project procedures is not possible to submit without further consultation with NRC. The following is a proposed outline which could serve as a basis from which definite policies could be set.

- Upon award of contract, NRC, Haworth, the architect and the General Contractor meet to review project history and appraise vendor of proposed schedule.
- Continuous interaction between architect and manufacturer to allow plans to become product specific. This will maximize time and effort in producing drawings and specifications, ultimately, providing NRC with the most responsive design solutions.
- 3. Haworth to project milestone chart for both total project and individual phases including dates for drawing sign-offs, specification submittals, P.O. releases, manufacturing times, delivery and installations.
- 4. Architect to submit final generic drawings to NRC. NRC to release drawings to Haworth
- Haworth, to convert generic drawings to Haworth product specifications including quantities, catalog numbers, sizes, descriptions, finishes and pricing.
- 6. Haworth to submit specifications for approval and purchase order release.
- 7. Haworth, to place order, Haworth to acknowledge, to to track and schedule.
- 8. Haworth to accomplish site measurements and produce installation drawings per mutually agreed upon format to include panel plan, component plan and power plan.
- 9. Architect, General Contractor, Haworth, and Harford Forest to review drawings and inspect site to coordinate efforts.

10. Haworth to manufacture product, ship product and store if necessary.

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- 11. Hawortr Harford Forest to receive, stage and install product.
- 12. Haworth Warford Forest and NFC to develop punch list to remedy any product damages or shortages.
- NRC's to occupy phases as completed. Hawort' Harford Forest to provide user orientation to minimize personnel adjustment to systems furniture.
- 14. Haworth Harford Forest to provide product training to agency's facilities staff.

As noted previously, please consider this an outline to be enhanced by further interaction between Haworth's team and ARC. Attachments to this "Project Information" include specific Project Management, Design and Installation scopes. Please review ther carefully. They have been developed to respond directly to the specification requirements enumerated to this R.F.Q. Our approach is based on constant communication and documentation. We are convinced by experience that this is the formula for a successful project.

Scheduling is totally dependent on the finalization of design phases. Are example of a proposed milestone chart is attached to illustrate a project rhythm. Actual charts would include more detailed information.

OTHER RESOURCES

Haworth has always felt its greatest resource to be its "people" and that holds true for the team proposed to serve MRC. The team is enhanced by the strength of organization and management and by investments in facilities and equipment.

Some of the procedural and technical resources which add to our credibility as an industry leader are:

-A fleet of trucks which minimize reliance on common carrier and results in product being delivered freight free.

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-Network of certified installers to insure product is safely and properly installed.

-Field Design Consultants to train and assist in product application.

- -Field Technical Consultants to inspect installations and address warranty issues.
- -A continuing active Research and Development department to provide for new product introductions and address clients' special needs.
- -RUSH Rapid shipment program and Eastern Region Distribution Center to respond to immediate unexpected product need.

Enclosed is our 1985 Corporate Review which further details our resources and emphasizes our commitment to excellence in everything we do.





HAWORTH CORPORATE (CONT.)



HAWORTH COPPORATE (CONT.)













Fesign Scope for NAC Project

hall receive from NRC the finalized NRC approved generic drawings. These layouts need to include

- 1 Interior driverall locations and dimensions
- 2 keflected ceiling plans showing the ceiling grid and all lighting types and locations
- 3 Electrical plans showing locations of all phone, communications and electrical outlets, boxes and panels
- 4 Detailed workstation configurations showing all components, panel sizes and accessory locations
- 5 Identifiers assigned to every workstation including special workstations which may deviate from the bid typicals.
- Linalized, NRC approved generic drawings. These preliminary specifications will include.
 - I a panel listing including, height width finish and electrical capability
 - 2. a component listing including size and finish
 - 3 a miscellaneous hardware listing including all necessary products to insure a complete installation
- 2 design team will become thoroughly familiar with the linalized. NRC approved drawings with particular attention to the objective that each element of the proposed installation fit within the context of the building and be appropriately adapted to the demountable wall system
- 3. design team will become thoroughly familiar with the demountable wall system selected to insure compatibility with the Haworth components.
- 4. The design team director will coordinate with the other contractors, i.e., electrical, telephone and computer, to facilitate the interface of each with the systems furniture.
- 5. design team will field verify floorplans to determine actual "as built" conditions. Any discrepancies which result in conflicts and/or problems will be brought to the attention of NRC for discussion along with our proposed solution.

- 6 drawings to provide complete installation drawings. The installation drawings will be developed from a mutually agreed upon format with NPC's representative.
- 7 will compare the completed installation drawings against the finalized, NRC approved generic drawings to verify the accuracy of the takeoif (adaptation)
- 8 The completed installation drawings will be provided to NRCs representative for review and approval prior to installation
- 9. The design team director will be available to respond to any guestions as the installation progresses
- 10 Feasible to expedite and facilitate the design adaptation and order entry phases of the project

All pricing and this response is based upon the bid documents in RFQ No. 610257 Any revisions or changes in the scope of this project could result in a change in the projected design fee



Design Team Director Senior Designer Junior Designer







During our 40 years in the contract furnishings business has developed many clients that could serve as references. We would be pleased to provide additional references at your request were similar to the

NRC project. Both required the adaptation of the designer's drawings to make them product specific and that we develop the installation plan drawings.

UNITED STATES NUCLEAR REGULATORY COMMISSION BID

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INSTALLATION TECHNICAL PROPOSAL

SUBMITTED BY:

1-12 A.

PROJECT INFORMATION

Statement of Understanding

As at the understand that the intent of the United States Regulatory Commission is to have two thousand five hundred (2,500) workstations of systems furniture installed technically correct in accordance to all manutacturer's specifications, variations of design implemented without error, work conformed in a timefree that weeps all particulations to electric project on schedule and with an experienced and professional contribution that initiates the kind of cooperation that a project of this size must have to succeed.

Eackground

Started in 1973, the is a well established, financially stund, highly respected, technical service compary which services the connercial and contract furnishing industry in the metropolitan Baltimore-Washington cirridor, Virginia, Pennsylvania and Delaware areas. Eighty-five percent (857 of our workload is the installation of systems furniture. We are proudly representing our certification of Haworth, Inc. in this bid proposal. Our comtiny is a division of the service of the service of the firm. The firm

and technical service skills has developed into the firm we are today.

Feferences

The three (3) jobs listed for references are comparable in size to any two or three floors as detailed in the bid package.



installation Approach

The following is a step by step approach to an installation:

- Intensive review with appropriate parties to define job parameters.
- Review of approved installation drawings and product list to schedule and reserve manpower work time to meet occupancy dates.
- Receive and account for all product deliveries at the job site.
- Uncarton and stage product to blueprints, renove all cartoning as needed.
- Arrange timetable of events with other trades (electrician, computer cable wiring, telephone wiring) so that all trades can work simultaneously in the same area.
- 6. Install panels, place and install components.
- Complete area by fine-tuning and inspecting all installed materials to verify that finished product is work-ready.

Conclusion

Installation approaches and procedures can be highlighted as above, but in no way can one reflect on paper the intensity of the labor that has to happen in order for a systems project to occur.

We recognize with pride that we are unique in our collective grouping of mechanical motor skills, natural abilities, and conceptual visualization techniques that allow us to see on paper the finished furniture photograph in our minds. These are the talents, matched equally with the determined human spirit, that is needed to implement such a large scoped project as outlined in this bid proposal.

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lanagement Team

Management of projects is carried through daily on all jobs through the presence of the supervisor of field operations. Each supervisor has available to him daily, the presence or input of the general manager. Coordination, scheduling, relaying of information to and from jobs for our own staff and to clients is performed by the project coordinator. To ensure that all jobs are functioning as planned, and all company commitments are being met, requires the daily involvement of staff discussions with the president.



C. NRC EQUIPMENT EVALUATION

(1) Desired Features

Haworth makes available all product and performance characteristics as listed on Page 10 of the Federal Supply Schedule 71-II-E.

Panels: Haworth has successfully tested for acoustics using both the Noise Reduction Coefficient and Noise Isolation Class methods. Standard heights are 35", 42", 48", 54", 62", 66" and 80", and widths are 12", 18", 24", 30", 36", 42", 48" and 60". Angular adjustability is assured with the patented Haworth universal hinge. Panel surfaces are Videne (a vinyl laminate over steel), fabric, fabric-Videne and glazed. Curved and pass-through panels are on contract, as are the Cygnia I and II panels and wood components. Each panel has two leveling glides which distribute the weight of the panel and components over a wide distance and offer 2 inches of vertical adjustment. Doors ("access control panels") are available on contract. Both electrified and non-electrified panels are the same height and non-electrified panels are easily retrofitted for power without removing the panel from a run.

Work Surfaces: Standard depths are 20", 24", and 30", and widths are 24", 30", 36", 42", 48", 60", and 72". Cantilevered supports are standard but work surface end-supports and other work-surface-to-panel connectors are also on contract. Vinyl T-molding is standard on most work surfaces although a wood trim is available on the Cygnia surfaces. Top surface materials are plastic laminate or wood veneer. All work surfaces have a backer-sheet-under-surface of veneer or plastic laminate. Haworth work surfaces are available in a wide assortment of surface colors. Corner work surfaces, wrap-around work surfaces, multi-level work surfaces and sloped work surfaces, adaptable as drawing boards, are all available.

Drawers: The Haworth Modular Drawers are made entirely of steel, including the radius corners and rounded edges on the drawer fronts. They are available in heights of 3", 6", and 12" with a standard depth of 20". A full range of colors to match the Haworth trim/profile program is standard. Drawers can be mounted under a work surface, placed on the floor on a castered or stationery base and can be stacked in any combination consistent with safety and proper planning principles. Inserts such as pencil trays, stationery trays and file compressors are available. Locks are optional. One lock per pedestal stack will gang-lock all drawers. Random keying, key-alike and master key options are available. Drawers can be mounted in left, center or right side positions under a work surface, again bearing in mind recommended installations and loading procedures. Shelves and Carriets: Haworth shelves and flipper doors are available in widths of 24", 30", 36", 42", 48" and 60". The standard height and depth are 15 7/8" and 14", respectively, and a deep shelf and flipper door (16 1/2") are also available. A low shelf (8 7/8") is available without a flipper door, as is a display shelf. The versatility of the shelves is seen in the retrofit capability of the flipper door to an existing shelf. Shelf inserts and accessories include regular and deep dividers, paper organizers and the TriMode Paper Management System. 24", 30", 36", 42", 48", and 60" wide lateral files are available. A keyboard pad is on contract. It is called the Adjustable Keyboard Pad (AKP) and is mountable to freestanding as well as panel-mounted work surfaces.

Accessories: A lazy susan (carousel) is available on contract as are starter wall strips, panel support legs, mobile pedestals (see "Drawers" above), paper management devices ("TriMode"), tackboards, chalkboards and white porcelain "visual aid communicators". These latter items are available in 4' and 5' widths, 30" and 48" heights and have an optional solid wood tambour door. Terminal work surfaces on Federal Supply Schedule 71-II-E are all panel-hung and available in various configurations: left-hand, right-hand or middle keyboard, 120 degree work surface with/without keyboard pad, 90 degree corner worksurface with/without keyboard pad. Printer tables, supply and collection trays are available from the GSA's ADP contract.

Lighting: Task lights which mount under shelves are available in widths of 30", 36", 42", 48" and 60" and can be colored to match the shelf. All are fluorescent lamps with prismatic lenses. Ambient lights are available as HID and fluorescent fixtures, in panel-hung, panel-mounted and freestanding (HID) options.

Electrical: The Haworth Power Base offers up to three separate dedicated electrical circuits in each panel. Each panel can accept up to four duplex receptacles (two per panel side) which can be part of the original installation or easily added on at some future point. Interface with the building's electrical service is accomplished at the floor or column with a base feed module or via a drop from the ceiling with a top feed module. The telecommunciations capacity of the Power Base panel is eight 25-pair telephone cables and three amphenol connectors. As an alternative to the Power Base, Haworth continues to offer the TriCircuit electrical panel. This is a 5-wire electrical treatment offering a 3-circuit field-designated capability. It has the same base and top-feed capabilities as the Power Base and accommodates up to four duplex receptacles. As with the Power Base, TriCircuit receptacles are programmable upon field installation. The telecommunications capacity of the TriCircuit panels is six 25-pair telephone cables plus three amphenol connectors.

(2) Flexibility

Flexibility is a key factor in life-cycle cost management of an open plan system and is directly related to SIMPLICITY. Flexibility has two important, but different, connotations. Planning flexibility is directly related to the size and scope of the product being offered; in other words, the choices offered to the user and specifier. With the Haworth product available on the GSA schedule, the client has the widest range of finishes, trims, colors, textures, sizes, and accessories of any line on schedule. This includes the wood trim panels and wood components of the Cygnia Collection, which provides an up-scale executive opportunity in a system which integrates with the

Ease of change is the other aspect of flexibility. The connection system utilized by Haworth requires only one connector to accomplish any angle or combination of panels. The universal hinge allows for rigid top-to-bottom interconnection between panels and is easily disconnected to facilitate panel movement. The Haworth system is also non-progressive in that a panel can be replaced without taking down an entire run.

Haworth's electrical/communication distribution system has minimal parts and pieces. Snap-together assembly eliminates lost nuts, bolts, screws, etc.

Panel fabric is easily replaced in the field by removal of a perimeter retaining spline and the addition of a new piece of fabric and new spline.

The modular drawer system features 3", 6", and 12" steel drawer modules which can be stacked in any combination. The drawer system can be suspended beneath work surfaces or used freestanding with a stationary or mobile pedestal base. The drawers can be gang locked or individually locked. Locks can be retrofitted to non-locking drawers if desired. Haworth's keying system allows the designer/facility manager the ease to reconfigure product without being 'locked' into factory installed and designated keying. Through use of field installed lock cylinders, office relocation flexibility is achieved.

In regards to the ease of reinstallation of the Haworth product line, Haworth prides itself in having one of the most concise Installation Manuals in the industry. Detailed illustrations and instructions assure error-free installations. Furthermore, no special tools are necessary to install or reconfigure the product.

Haworth employs a Technical Consultant in each divisional office. As the local representative, the technical consultant would first instruct the entire maintenance staff on Haworth maintenance and reconfiguration procedures.

(3) Reconfiguration

Reconfiguration potential is a function of flexibility and has already been partially addressed. In addition, however, one should consider the amount and value of additional material needed to effect a reconfiguration and the value of product left over and not re-used. The Haworth system, with its wide range of product offerings, permits thoughtful upfront planning so as to maximize the efficiency of the reconfiguration effort. Through the use of our universal hinge connector, basic workstation reconfiguration is the fastest in the industry. Snap-together assembly eliminates extraneous parts, such as bolts, screws, etc. and drastically reduces the number of tools required. Furthermore, Design and Technical Consultants, who are full time local Haworth members, are available to NRC to assist or answer questions regarding your reconfiguration efforts.

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(4) Project Management Services

Project management services offered by Haworth include but are not limited to:

Design services including specifications, installation drawings and sitework.

Installation services including receiving, staging, installing and punchlist maintenance.

Administrative services including order entry, logistical planning, scheduling and supervision of sub-contractors.

The Haworth Master Reference Catalog and Design Reference Catalog provide complete and concise information on product and systems planning. The price list itself contains all the information necessary to write a total specification. The installation manual is clear and easy to understand. All Haworth product coding is directly product related. Simplicity of design is a corporate philosophy for information as well as product at Haworth.

Technical support is provided on a local level by Haworth Technical Consultant and Design Consultant. They will work with the dealer and installers to review drawings and specifications and to train facilities staff and provide product orientation for NRC's personnel.

(5) Visual Appearance

The enchanced Haworth color palette offers the Nuclear Regulatory Commission the largest selection of colors, finishes, textures, and trims under FSC Group 71 Part II Section E - Systems furniture schedule. In addition, the human-engineered aspects of the product, radius corners, adjustable heights, etc. lend a positive touch to the furniture. Finally, Haworth pays extraordinary attention to details. The "fit and finish" of the Haworth product is of the highest quality. Haworth brings together the dissimilar materials of steel, wood, fabric and vinyl and creates an attractive, unified, functional and hard working system with visual appeal and professional