

Business Operations  
Ofelia San Pedro, Deputy Superintendent

**SUBJECT:           AWARD BID NO. 120-EE01 – STUDENT DESKS**

**COMMITTEE:       INNOVATION, EFFICIENCY & GOVERNMENTAL RELATIONS**

The purpose of this bid, opened on April 27, 2006, is to purchase, at firm unit prices, quantities, as may be required, of student desks, for Stores and Mail Distribution. This is a term bid which states that the Board may purchase quantities, as may be required, at the unit price bid, but is not obligated to purchase any guaranteed amount. Of 192 vendors sent bid forms or card notices of this advertised bid, 14 responded, with 7 bids meeting specifications and 7 no bids.

Buyer identified new vendors, and revised specifications in a cost savings of approximately \$828,862 over a two-year period, as well as an increased warranty period from 10 to 15 years.

Benchmarking was completed against The School Board of Broward County, Florida, and the District of Palm Beach County School Board, and the District's prices were found to be lower.

Fund Source  
0100 - General

M/WBE Eligibility  
Hispanic Female

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 120-EE01 – STUDENT DESKS, to purchase, at firm unit prices, quantities, as may be required, of student desks, for Stores and Mail Distribution, during the term of the bid, effective July 12, 2006, through July 11, 2008, as follows:

1. F.P. INTERNATIONAL  
2025 N.W. 102 AVENUE, SUITE 108  
MIAMI, FL 33172 ESTIMATE \$2,886,400  
OWNER: MARIA FULLANA, PRESIDENT (HF)

Total Low Unit Price: Items 1 through 1C.

Item 1 - Chair desk combo, 18" x 24" (minimum order 360 or more) @ \$45.10 each.

Item 1A - Chair desk combo, 18" x 24" (minimum order 10 - 99) @ \$45.10 each.

Item 1B - Chair desk combo, 18" x 24" (minimum order 100 - 199) @ \$45.10 each.

Item 1C - Chair desk combo, 18" x 24" (minimum order 200 - 359) @ \$45.10 each.

2. VIRCO, INC.  
P.O. BOX 5000  
CONWAY, AR 72033 ESTIMATE \$1,120,944  
OWNER: ROBERT A. VIRTUE, PRESIDENT

Total Low Unit Price: Items 2 through 2C.

Item 2 - Open front desk, 18" x 24" (minimum order 1,142 or more) @ \$29.04 each .

Item 2A - Open front desk, 18" x 24" (minimum order 10 - 100) @ \$29.04 each.

Item 2B - Open front desk, 18" x 24" (minimum order 101 - 500) @ \$29.04 each.

Item 2C - Open front desk, 18" x 24" (minimum order 501 - 1,141) @ \$29.04 each.

3. Authorize Procurement Management Services to purchase up to the total estimated amount of \$4,007,344.

OSP/lja