



FORTY NINERS STADIUM MANAGEMENT COMPANY

Date: January 16, 2024

To: Jovan Grogan
Executive Director
Santa Clara Stadium Authority

From: Jenti Vandertuig
Procurement Director
Forty Niners Stadium Management Company LLC

Subject: Recommendation for Award RFB FY23-0061 Free Standing Furniture for Clubs and Events at Levi's Stadium.

Recommendation

1. Recommend approval and award of a one-time contract to Pivot Interiors Inc. in the amount of \$1,738,204.00 for the Free Standing Furniture for Clubs and Events (Project) at Levi's Stadium.
2. Authorize Stadium Manager to execute any and all documents associated with, and necessary for the award, completion, and acceptance of this Project; and
3. Recommend a budget augmentation for the Free Standing Furniture for Clubs and Events Project (Project) of \$335,204, which will increase the total budget amount for this Project from \$1,503,000 to \$1,838,204. The Project budget was approved by the Santa Clara Stadium Authority (SCSA) as part of the FY23/24 SCSA Capital Expenditures Budget.

Solicitation Process

Forty Niners Stadium Management Company LLC (Stadium Manager) has a need to procure free standing furniture to replace furniture for BNY Field Clubs, United, Levi's 501 and Yahoo clubs and special event spaces at Levi's Stadium (Stadium). The Project was approved as part of the FY23/24 SCSA Capital Expenditures budget. These spaces are amongst the most utilized in the entire Stadium. The current furniture has been in place since the building opened in 2014 and is aging due to normal wear and tear.

On November 28, 2023, Stadium Manager issued a Request for Bids (RFB) FY23-0061 for the Project.

Stadium Manager published the RFB on Bonfire Interactive, Stadium Manager's eProcurement portal <https://49ers.bonfirehub.com/portal/>. In addition to inviting a list of suppliers on our established supplier list, Stadium Manager also selected suppliers registered on the portal with

specific commodity codes offering such goods and service.

Stadium Manager held a non-mandatory pre-bid conference on December 11, 2023 at 10:00 a.m. (PT) to provide an overview of the Project, facilitate a site walk to cover the areas requiring the replacement furniture including the logistics for delivery and set up of furniture, and answer any questions from prospective bidders. Stadium Manager issued addendum #1 to the RFB on December 14, 2023. The addendum provided revisions to the bid requirements, new and revised forms and answers to questions asked by prospective bidders prior and during the pre-bid conference. Stadium Manager also extended the bid due date and time from January 3, 2024 to January 8, 2024 at 3:00 p.m. (PT).

Seven bids were received on or before the closing due date and time from the following firms:

1. Pivot Interiors, Inc. - \$1,635,890.72
2. Unisource Solutions. - \$1,657,811.03
3. One Workplace L. Ferrari, LLC - \$1,706,686.48
4. Peoplespace - \$1,746,735.00
5. Insidesource - \$1,753,230.00
6. KBM-Hogue - \$1,786,433.45
7. Metro-The Collective, JV (MTC) - \$1,791,034.34

The amount referenced above demonstrates the dollar values as identified in each bidder's response.

Public Bid Opening

A public bid opening was held on January 8, 2024, at 4:00 p.m. (PT). The RFB provided the public bid opening webcast information including a meeting ID and password for bidders to log on via Zoom to attend. One caller was in attendance. Stadium Manager announced the receipt of the seven bids on or before the due date and time, announced the name of the bidders and the total amount for each bidder and declared Pivot Interiors, Inc. the apparent low bidder.

Evaluation of Apparent Low Bidder

Bids were tabulated and a bid abstract created. Multiple bids had errors with the total cost. Stadium Manager utilized the unit price to calculate the correct total cost for each item. Stadium Manager reviewed the submission of Pivot Interiors, Inc. to validate the apparent lowest bidder was responsive and responsible with the lowest cost. Stadium Manager noted that Pivot Interiors, Inc. had provided "an equal" product for one of the 35 line items. Upon review of the specifications and the revised bid form, it was noted that Stadium Manager had inadvertently allowed for "an equal" item in Attachment F – Furniture Description and Specifications. Due to this reason, Stadium Manager decided to remove item #34 – Bar Height Table in Attachment B1-Revised Bid Response form by exercising the reservation clause in the RFB to waive or correct any minor or inadvertent defect, irregularity, informality, or technical error in any bid or procedure, as part of the RFB.

The following are the adjusted bid results without line item #34 – Bar Height Table (Davis):

1. Unisource Solutions - \$1,589,867.81
2. Pivot Interiors, Inc. - \$1,598,967.57
3. Insidesource - \$1,606,590.00
4. One Workplace L. Ferrari, LLC - \$1,627,004.76
5. Peoplespace - \$1,669,725.00
6. KBM-Hogue - \$1,707,956.53
7. Metro-The Collective, JV (MTC) - \$1,707,956.53

Multiple manufacturers required 16-18 weeks lead time for delivery from the receipt of purchase order. The bidders made a note of the delivery lead times in their response. The first lowest cost bidder, Unisource Solutions, was deemed non-responsive as they took exception to the terms and conditions in the RFB. The second low bidder, Pivot Interiors, Inc., provided all the required forms and was declared the lowest responsive and responsible bidder at \$1,598,967.57, exclusive of applicable state and local taxes.

On January 11, 2024, Stadium Manager issued a Notice of Intended Award and made it available to all the bidders.

The protest period ended on January 15, 2023. There were no protests.

Next Steps

The Project was approved as part of the FY23/24 SCSA Capital Expenditures budget. The current approved amount for this Project is \$1,503,000. Stadium Manager anticipates issuing an informal Request for Quotation for the line item #34 – for 17 Bar Height Tables (Davis) which is anticipated to be less than \$100,000 inclusive of all costs. The breakdown is as follows:

1. FY23/24 budgeted amount for Project: \$1,503,000
2. Purchase order amount for Pivot Interiors, Inc.: \$1,738,204.00 (inclusive of all taxes)
3. Budgeted amount for 17 Bar Height Tables (Davis): \$100,000
4. Total budget augmentation amount: \$335,204

Once Stadium Manager receives approval from the SCSA Board, a Purchase Order (with the terms included in the RFB) will be executed with Pivot Interiors, Inc., and a fully executed copy of the Purchase Order will be forwarded to the SCSA.

Supporting documentation has been provided for review and approval.

Submitted By:  _____ Date: 1/23/2024
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 Jenti Vandertuig, Procurement Director