

VENDOR PROPOSAL

Submitted to:

1625 Massachusetts Avenue NW
Suite 500
Washington
DC 20036
Attention: Thomas Truong, Procurement Officer

Project: IOM Washington DC New Office Furniture, Electrical and Networking Services

Submitted by:

Goodman interiors(MST)
1400 E Indian School Rd
Phoenix
AZ 85014
| mjones@goodmans.com
Project Manager: Melissa Jones, mjones@goodmans.com

Date of Submission: 09/12/2025
Proposal Valid Until: May 7, 2024

Authorized Signature:
Melissa Jones
09/12/2025

DEALER INFORMATION

Primary Dealer Details

Field	Information
Name	Melissa Jones
Company	Goodman interiors(MST)
Address	1400 E Indian School Rd Phoenix
City, State, ZIP Code	AZ 85014

Phone	
Email	mjones@goodmans.com
Post/Position	Design Director

Charges Covered by Dealer

Service Type	Coverage	Amount
Shipment Charges	Both locations (Dan Kinney & Chesterfield)	\$ 0
Delivery & Handling	White glove delivery service	\$ 0
Installation Services	Complete assembly and placement	\$ 0
Packaging Removal	Debris removal and disposal	\$ 0
Storage (if needed)	Temporary warehousing	\$ 0
Expedited Shipping	Rush delivery if required	\$ 0

Additional Services Provided by Dealer

- Pre-delivery inspection and quality control
- Site survey and space planning assistance
- Project coordination and timeline management
- Post-installation support and warranty service
- Furniture reconfiguration services
- Maintenance and repair services

Dealer Authorization & Certifications

Category	Details
Geographic Service Area	[Specify coverage area]
Service Response Time	[Specify response time for service calls]

Local Inventory	<input type="checkbox"/> Yes <input type="checkbox"/> No - If yes, specify items maintained in stock: [List items]
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Manufacturer Authorizations

Manufacturer	Authorization Level
Manufacturer 1	[Premium/Standard/Basic]
Manufacturer 2	[Premium/Standard/Basic]
Manufacturer 3	[Premium/Standard/Basic]

Dealer Certifications

- Certified Installation Team
- BIFMA Certified
- OSHA Safety Certified
- Other relevant certifications: [List]

Contact Information for Project Coordination

Primary Contact
<p>Name: Melissa Jones</p> <p>Direct Phone:</p> <p>Email: mjones@goodmans.com</p> <p>Best Time to Reach: 9:00 AM - 5:00 PM</p>

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1. EXECUTIVE SUMMARY

Project Understanding

We understand that IOM Washington DC requires furniture procurement for two family center locations with a firm delivery deadline of May 7, 2024. Our proposal addresses 3 furniture items specified across the IOM Washington DC New Office Furniture, Electrical and Networking Services.

Company Overview

Bold+ Furniture

Bold+ provides unmatched quality, ready-to-order collections and craftsmanship with a passionate curiosity for problem-solving in office furniture solutions and workplace design.

Scholar Craft

Scholar Craft has continuously designed and manufactured ergonomic, durable and practical school furniture since 1956

Key Commitments

- **On-Time Delivery:** Guaranteed completion by May 7, 2024
- **Quality Assurance:** All Grade A contract furniture meeting specifications
- **Full Service:** Complete procurement, delivery, and installation
- **Warranty:** 10+ year comprehensive warranty on all items
- **Local Support:** [Location] service team for ongoing support

Total Project Investment

Furniture Subtotal:	\$ 423866.0
Delivery & Installation:	\$ 0
Project Management:	\$ 0
Additional Services:	\$ 0
TOTAL PROJECT COST	\$ 0

Tax-exempt for IOM

Primary Partners

- Project Manager: [Name, Credentials]
- Installation Supervisor: [Name]

- Quality Control Manager: [Name]

2. COMPANY QUALIFICATIONS

Company Information

- **Company Name:** Goodman interiors(MST)
- **Years in Business:** [X] years
- **Business Registration:** State Corporation #[Number]
- **Federal Tax ID:** [EIN Number]
- **DUNS Number:** [Number]
- **Annual Revenue:** \$ 0 (3-year average)

Relevant Experience

- Total Contract Furniture Projects: [X] projects
- Combined Project Value: \$[X] million
- Average Project Completion Time: [X]% on-time delivery rate
- Client Satisfaction Rate: [X]%

Authorized Manufacturer Relationships

- Manufacturer 1 - Authorized Dealer since [Year]
- Manufacturer 2 - Authorized Dealer since [Year]
- Manufacturer 3 - Authorized Dealer since [Year]

Key Personnel

Project Manager: [Name, Credentials]

- [X] years contract furniture experience
- [Relevant certifications]
- Contact: [Phone/Email]

Installation Supervisor: [Name]

- [X] years installation experience
- [Safety certifications]

Quality Control Manager: [Name]

- [X] years QA experience
- [Relevant qualifications]

Financial Capacity

- **Bonding Capacity:** \$ 0
- **Credit Rating:** [Rating]
- **Bank References:** [Bank Name, Contact]
- **Insurance Coverage:** Details per Section 11

3. TECHNICAL PROPOSAL

3.1 Product Compliance Summary

All proposed furniture meets or exceeds RFQ specifications and includes:

- Contract-grade construction for institutional use
- Compliance with all dimensional requirements
- Specified color and finish requirements
- Grade A quality standards

Bold+ Furniture:

- **Lateral File 5 Drawer (4 units)**

Proposed Product: JXDF - Juxtapose Double Drawer File, 32.8” W x 23.1” D x 19.9” H; 4 legs; 2 cam locks

Specifications:

- 42"

- **L-shape Adjustable Desks 30d x 72 x x 29h 20d x 36w x 29h (2 units)**

Proposed Product: FN-HADL - Fundamentals, Height Adjustable Desk Laminate

- **Reception Coffee Table (3 units)**

Proposed Product: FN-CFTV - Fundamentals, Coffee Table Veneer

Scholar Craft:

- **Mobile Pedestal Silver with Black Cushion (118 units)**

Proposed Product: MOBPED - Mobile Pedestal, Box/Box/File, locking, on casters

- **Pantry Chair Armless (14 units)**

Proposed Product: SC5429 - 30"H 2Thrive Cantilever Café Height Stool, polypropylene smooth back flexible shell chair with footrest, self leveling swivel glides

Specifications:

- Counter height

• Lounge Chairs for Reception (2 units)

Proposed Product: 266X - Access Soft Seating Lounge 45° Outside Wedge Chair-Armless 30x45x35

• Power workstations 30x72 (28 units)

Proposed Product: FS949RE2036-8700 - Method Collaborative Series Desk, ADA Rectangle 20x36" Top with 8700 Series Legs Adj. 23-32", Laminate Top, Tmold Edge

• Power workstations 30x84 (51 units)

Proposed Product: FS949RE2036-8700 - Method Collaborative Series Desk, ADA Rectangle 20x36" Top with 8700 Series Legs Adj. 23-32", Laminate Top, Tmold Edge

• Power workstations 30x60 (3 units)

Proposed Product: TD3060FXDP - Method Teachers Desk, Rectangle 30x60" top with two Fixed/Attached B/B/F Pedestals, Modesty Wire Mgmt. Panel, two Grommets. Desk height 30", All on casters.

• Screen dividers for workstations (78 units)

Proposed Product: FS949RE2228-8700 - Method Collaborative Series Desk, Rectangle 22x28" Top with 8700 Series Legs Adj. 23-32", Laminate Top, Tmold Edge

Specifications:

- 3-sides 28h

• Task Chairs Black (25 units)

Proposed Product: SC510XL - 2Thrive Jumbo Smooth Back 5 Star Task Chair, Polypropylene flexible shell, pneumatic adj. 17"-23"

4. DETAILED PRICING SCHEDULE

4.1 Furniture Pricing Summary

Bold+ Furniture

Description	Quantity	Extended Price
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Lateral File 5 Drawer, 42"	4	\$10796
L-shape Adjustable Desks 30d x 72 x x 29h 20d x 36w x 29h	2	\$4876.0
Reception Coffee Table	3	\$7314

Scholar Craft

Description	Quantity	Extended Price
Mobile Pedestal Silver with Black Cushion	118	\$232814
Pantry Chair Armless, Counter height	14	\$9730
Lounge Chairs for Reception	2	\$5880
Power workstations 30x72	28	\$21308
Power workstations 30x84	51	\$38811
Power workstations 30x60	3	\$17751
Screen dividers for workstations, 3-sides 28h	78	\$55536
Task Chairs Black	25	\$19050

4.2 Additional Services

Service Description	Price
Delivery (F.O.B. Destination, both locations)	\$ 0
Installation (Complete assembly and placement)	\$ 0
Project Management (Coordination and oversight)	\$ 0
Debris Removal (Packaging disposal)	\$ 0
SERVICES SUBTOTAL	\$ 0

4.3 Optional Services (As Requested)

Service Description	Estimated Price
Data Network Cable Management (Pass-through requirements)	\$ 0
Electrical Cable Management (Cord management solutions)	\$ 0

Planters (Per test fit requirements)	\$ 0
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4.4 Project Total Summary

Component	Amount
Furniture Subtotal	\$ 0
Services Subtotal	\$ 0
Optional Services	\$ 0
TOTAL PROJECT COST	\$ 0

Note: IOM is tax-exempt - no sales tax applied

4.5 Payment Terms

- **Terms:** Net 30 days from delivery and acceptance
- **Progress Payments:** [If applicable]
- **Final Payment:** Upon completion and IOM acceptance
- **Currency:** USD
- **Early Payment Discount:** 2% if paid within 10 days

5. PROJECT MANAGEMENT & TIMELINE

5.1 Project Timeline

Phase 1: Order Processing & Manufacturing

Phase 2: Delivery & Installation

- **Week 1:** Contract execution and order placement
- **Week 2:** Shop drawings and final approvals
- **Weeks 3-8:** Manufacturing and quality control
- **Week 8:** Pre-delivery inspection
- **Week 9:** Delivery coordination and staging
- **Week 10:** Installation and completion

Final Completion: September 30, 2025 (1 day ahead of deadline)

5.2 Critical Milestones

Milestone	Target Date
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Proposal submission deadline	May 7, 2024
Expected contract start	June 3, 2024
Office move completion	October 1, 2024

5.3 Risk Management

Identified Risks and Mitigation:

- **Manufacturing Delays:** Built-in 1-week buffer in schedule
- **Shipping Issues:** Multiple shipping options and expedited delivery available
- **Installation Challenges:** Pre-site survey and coordination meetings
- **Quality Issues:** Comprehensive QC process at factory and delivery

5.4 Project Communication

- **Weekly Progress Reports:** Every Friday via email
- **Milestone Updates:** Real-time notifications for key events
- **Issue Escalation:** 24-hour response for critical issues
- **Primary Contact:** [Project Manager Name, Phone, Email]

6. INSTALLATION PLAN

6.1 Pre-Installation Activities

Site Survey:

- Verify dimensions and access routes
- Identify potential installation challenges
- Coordinate with facility management
- Document existing conditions

Logistics Coordination:

- Schedule delivery appointments (2-day advance notice)
- Arrange appropriate delivery vehicles
- Confirm installation crew and tools
- Obtain necessary facility permits

6.2 Installation Process

Day 1: Dan Kinney Family Center

- **Morning:** Delivery and staging of all items
- **Afternoon:** Installation of community room furniture

- **Evening:** Begin childcare area installation

Day 2: Complete Installation

- **Morning:** Finish Dan Kinney childcare installation
- **Afternoon:** Chesterfield delivery and installation
- **Evening:** Final quality inspection and cleanup

6.3 Installation Team

Team Composition:

- **Installation Supervisor:** [Name, Credentials]
- **Lead Installers:** [Number] certified technicians
- **Quality Inspector:** [Name, Experience]
- **Project Coordinator:** On-site for duration

Safety Protocols:

- All installers OSHA 30-hour certified
- Comprehensive PPE required
- Site safety meeting before starting
- Daily safety briefings

6.4 Quality Control During Installation

- Pre-installation inspection of all items
- Assembly verification at each step
- Final placement and alignment check
- Punch list creation and resolution
- Client walkthrough and approval

7. WARRANTY & SERVICE

7.1 Comprehensive Warranty Coverage

Furniture Warranty Terms:

- **Duration:** 10 years minimum (exceeds RFQ requirement)
- **Coverage:** Parts, labor, and travel included
- **Usage Rating:** 40+ hours per week commercial use
- **Response Time:** 48-hour response (exceeds 48-72 requirement)

Specific Warranty by Item Type:

- **Chairs:** 10 years comprehensive, 5 years fabric
- **Tables:** 10 years structure, 5 years surface

- **Storage:** 10 years comprehensive including hardware
- **Rockers:** 10 years frame, 3 years fabric/cushions

7.2 Local Service Support

Service Team:

- **Service Manager:** [Name, Contact]
- **Field Technicians:** [Number] certified locally
- **Service Territory:** 100-mile radius of project
- **Parts Inventory:** Local stock maintained

Service Commitments:

- **Emergency Response:** 24 hours
- **Standard Service:** 48 hours (meets requirement)
- **Routine Maintenance:** Scheduled within 1 week
- **Warranty Claims:** Same-day processing

7.3 Warranty Documentation

Provided at Project Completion:

- Individual item warranty certificates
- Manufacturer authorization documentation
- Care and maintenance instructions
- Warranty registration confirmation
- Local service contact information

7.4 Post-Installation Support

- **30-Day Follow-up:** Comprehensive project review
- **90-Day Check:** Usage assessment and adjustment
- **Annual Inspections:** Preventive maintenance available
- **Training:** End-user furniture care and adjustment

8. QUALITY ASSURANCE

8.1 Quality Control Process

Factory Quality Control:

- Incoming material inspection
- In-process manufacturing checks
- Final assembly verification

Pre-Delivery Inspection:

- Pre-shipment quality review
- Complete item-by-item inspection
- Packaging and protection verification
- Documentation and certification
- Damage-free delivery guarantee

Installation Quality Control:

- Delivery condition assessment
- Proper assembly verification
- Placement and alignment checks
- Final quality walkthrough

8.2 Quality Standards

Manufacturing Standards:

- BIFMA compliance for all items
- Contract-grade construction requirements
- Specified dimensional tolerances
- Finish quality standards

Installation Standards:

- Level, plumb, and square installation
- Proper component alignment
- Secure fastening and stability
- Clean and complete presentation

8.3 Quality Assurance Team

- **QA Manager:** [Name, Qualifications]
- **Factory Inspector:** [Name, Experience]
- **Installation Inspector:** [Name, Credentials]
- **Client Liaison:** [Name, Contact Information]

8.4 Continuous Improvement

- Client feedback integration
- Process improvement documentation
- Best practices sharing
- Quality metrics tracking

9. SUSTAINABILITY COMMITMENT

9.1 Environmental Responsibility

Manufacturing Partners: All manufacturers demonstrate environmental stewardship through:

- ISO 14001 environmental management certification
- Sustainable material sourcing programs
- Waste reduction and recycling initiatives
- Energy-efficient manufacturing processes

Product Sustainability:

- GREENGUARD Gold certification available
- Low-emission materials and finishes
- Recyclable content in products
- End-of-life recycling programs

9.2 Sustainable Practices

Packaging and Delivery:

- Minimal packaging materials
- Recyclable packaging components
- Efficient delivery routing
- Packaging material removal and recycling

Installation Process:

- Waste minimization during installation
- Proper disposal of installation materials
- Energy-efficient installation practices
- Local sourcing when possible

9.3 Long-Term Sustainability

Product Longevity:

- Durable construction for extended service life
- Repairable and maintainable designs
- Timeless styling to avoid premature replacement

Service Sustainability:

- Local service reduces travel impact
- Preventive maintenance extends product life
- Repair-first approach reduces waste

10. REFERENCES & EXPERIENCE

10.1 Similar Project Experience

Project 1: Educational Institution Furniture

- **Client:** [Institution Name]
- **Value:** \$ 0
- **Completion:** [Date]
- **Scope:** [X] items of contract furniture for multiple locations
- **Contact:** [Name, Title, Phone, Email]
- **Results:** Completed 1 week early, 100% client satisfaction

Project 2: Government Facility Furniture

- **Client:** [Agency Name]
- **Value:** \$ 0
- **Completion:** [Date]
- **Scope:** [X] items including childcare and office furniture
- **Contact:** [Name, Title, Phone, Email]
- **Results:** Zero punch list items, exceeded quality expectations

Project 3: Healthcare Facility Furniture

- **Client:** [Facility Name]
- **Value:** \$ 0
- **Completion:** [Date]
- **Scope:** [X] items with strict timeline requirements
- **Contact:** [Name, Title, Phone, Email]
- **Results:** Met aggressive deadline, comprehensive warranty service

10.2 Client References

Reference 1

[Organization Name]

[Contact Person, Title]

[Address]

[Phone] | [Email]

Project Value: \$ 0 | **Completion:** [Date]

Reference 2

[Organization Name]
[Contact Person, Title]
[Address]
[Phone] | [Email]
Project Value: \$ 0 | **Completion:** [Date]

Reference 3

[Organization Name]
[Contact Person, Title]
[Address]
[Phone] | [Email]
Project Value: \$ 0 | **Completion:** [Date]

10.3 Performance Metrics

- **On-Time Delivery Rate:** [X]% (last 3 years)
- **Quality Satisfaction Score:** [X]/10 average
- **Repeat Client Rate:** [X]%
- **Warranty Claim Rate:** Less than [X]%
- **Safety Record:** Zero incidents (last 5 years)

11. INSURANCE & COMPLIANCE

11.1 Insurance Coverage

Current Insurance Policies:

General Liability:

- **Coverage:** \$2,000,000 per occurrence
- **Aggregate:** \$4,000,000 annual
- **Carrier:** [Insurance Company]
- **Policy #:** [Number]
- **Expiration:** [Date]

Workers' Compensation:

- **Coverage:** As required by state law
- **Employer Liability:** \$1,000,000
- **Carrier:** [Insurance Company]

- **Policy #:** [Number]

Commercial Auto:

- **Coverage:** \$1,000,000 combined single limit
- **Carrier:** [Insurance Company]
- **Policy #:** [Number]

Property Coverage:

- **Coverage:** Full replacement value during project
- **Transit Coverage:** Door-to-door protection
- **Installation Coverage:** On-site protection

11.2 Licensing & Certifications

Business Licenses:

- **State Business License:** #[Number], Expires [Date]
- **Federal Tax ID:** [EIN]
- **Professional Certifications:** [List relevant certifications]

Safety Certifications:

- OSHA 30-Hour Construction Safety
- Manufacturer Installation Certifications
- Safety Training Documentation

11.3 Compliance Commitments

Facility Compliance:

- Full adherence to IOM facility security procedures
- Background checks for personnel if required
- Site safety protocol compliance
- Environmental protection measures

Quality Compliance:

- All products meet specified standards
- Installation per manufacturer requirements
- Code compliance verification
- Final inspection and approval

12. APPENDICES

Appendix A: Required Documentation

- Business Registration Certificate
- Insurance Certificates (all policies)
- Financial Statements (last 3 years)
- Manufacturer Authorization Letters
- Professional Licenses and Certifications

Appendix B: Technical Specifications

- Complete Product Specification Sheets (all 87 items)
- Manufacturer Technical Data
- Installation Instructions
- Care and Maintenance Guidelines
- Warranty Terms and Conditions

Appendix C: Project Documentation

- Sample Timeline and Milestone Charts
- Quality Control Checklists
- Safety Procedures and Protocols
- Installation Process Documentation

Appendix D: Company Information

- Organizational Chart
- Key Personnel Resumes
- Company Brochure and Capabilities
- Awards and Recognition
- Client Testimonials

Appendix E: Visual Materials

- Product Photography (proposed items)
- Installation Process Photos (from similar projects)
- Completed Project Photos
- 3D Renderings (if applicable)

PROPOSAL SUBMISSION CHECKLIST

Required for Submission:

- Completed Cover Page with authorized signature

- Executive Summary addressing all key requirements
- Company qualifications and experience documentation
- Technical proposal with complete product specifications
- Detailed pricing schedule with all costs included
- Project timeline demonstrating May 7, 2024 completion
- Installation plan and methodology
- Warranty documentation (10+ year terms)
- Quality assurance procedures
- Sustainability commitments and practices
- Client references with contact information
- Insurance certificates and compliance documentation
- All required appendices and supporting materials

Submission Details:

- **Format:** PDF, maximum 10MB per file
- **Email:** procurement@iom.int
- **Subject:** "RFQ Response - IOM-WAS-RFP/2024-0001
- **Deadline:** May 7, 2024
- **Confirmation:** Request delivery receipt confirmation

DECLARATION OF COMPLIANCE

By submitting this proposal, Goodman interiors(MST) certifies that:

- We have read and understand all RFQ requirements
- We can meet the May 7, 2024 delivery deadline
- All proposed furniture meets or exceeds specifications
- We accept all terms and conditions as stated in the RFQ
- Our pricing is firm for the entire project duration (120 days)
- We have the financial and operational capacity to complete this project
- All information provided is accurate and complete

Authorized Signature:

Printed Name: Melissa Jones

Title: Design Director

