

**DEPARTMENTAL INPUT
CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION**

New contract
 OTR
 CO
 SS
 BW
 Emergency

Previous Contract/Project No.
BW9859-0/16

Re-Bid
 Other

LIVING WAGE APPLIES: YES NO

Project No: BW-10252

Term of Contract: 5 Years

Project Title: Steinway Piano Purchase

Requisition Number: RQID2100462

Description: The County intends to award this Bid Waiver to Steinway & Sons, Inc. to purchase Steinway Pianos for the Miami-Dade County Cultural Affairs Department.

User Department(s): Cultural Affairs

Issuing Department: Strategic Procurement Division

Contact Person: David Leyte-Vidal

Phone: 305-375-1078

Estimated Value: \$209,845.00

Funding Source: Federal Funds

Revenue Generating: No

ANALYSIS

Commodity/Service No: 58060			
Trade/Commodity/Service Opportunities			
Contract/Project History of Previous Purchases For Previous Three (3) Years Check Here <input type="checkbox"/> if this is a New Contract/Purchase with no Previous History			
	PREVIOUS CONTRACT	2ND YEAR	3RD YEAR
Contractor:	Steinway, Inc.		
Small Business Enterprise:	No		
Estimated Value To Date:	\$133,560.00		
Comments:			
Continued on another page (s): <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			

RECOMMENDATION: No Measure

Basis of Recommendation: As the contract is a Bid Waiver, no measure is requested.

Signed: David Leyte-Vidal

Date to SBD: 06/24/2022

APPENDIX A – SCOPE OF SERVICES**3.1 SCOPE OF WORK**

The African Heritage Cultural Arts Center (AHCAC) and the South Miami-Dade Cultural Arts Center (SMDCAC) seek to purchase one (1) new Steinway & Sons Grand Piano per facility (Models A and B, respectively), accessories and associated services, such as delivery, installation, annual inspections, and tuning.

3.2 PRODUCT SPECIFICATIONS**STEINWAY MODEL A SALON GRAND
DIMENSIONS**

- Length 6' 2" (188 cm) x Width 57 ¾" (147 cm)
- Net Weight 695 lbs. (315 kg)

ENCASEMENT

- Finish- Ebony High Polish, solid wood
- Gold Cast-Iron Plate and Brass Hardware.

**STEINWAY MODEL B SALON GRAND
DIMENSIONS**

- Length 6' 10 1/2" (211 cm) x Width 58" (148 cm)
- Net Weight 760 lbs. (345 kg)

ENCASEMENT

- Finish- Ebony High Polish, solid wood
- Gold Cast-Iron Plate and Brass Hardware.
- Legs- Ebonized birch. Sturdy locking mechanisms allow quick, damage-free removal
- Finish- Ebony High Polish, solid wood
- Gold Cast-Iron Plate and Brass Hardware.

3.3 DESIGN AND CONSTRUCTION ELEMENTS

The pianos shall meet the following design and construction elements:

RIM & CASE double bent; both inner rim and outer rim are bent to shape and pressed together into one piece, in one operation, for solidity and tone. All case components are fitted, glued, and maple doweled for homogeneity before installation of the soundboard.

"DIAPHRAGMATIC" SOUNDBOARD is fashioned from selected, matched, solid quarter-sawn planks of even growth Sitka spruce. The thickness is gently tapered from center to edge resulting in a freer, more uniform vibration throughout the entire board.

HEXAGRIP® WRESTPLANK (PINBLOCK) is made entirely from seven thick, quarter-sawn maple planks for minimum glue content. NO veneers, particularly rotary-cut veneers. Layers are aligned at 45 or 90 degrees from each other for maximum gripping power.

"ACCELERATED" ACTION (Grand) parts are anchored to a Tubular Metallic Frame fitted with a hard maple interior dowel which is force-fitted at minimum moisture content for stability in every climate.

HAMMERS are cut from virgin wool felt containing no mixture of other materials. Compression-wired for permanent shape before being individually tone regulated.

KEYBED is designed with longitudinal rails of spruce for rigidity and stability. The rails are mortised on the edges and connected with a movable hardwood fill-strip for stability under varying climatic conditions.

3.4 ANNUAL INSPECTIONS

Inspections on purchased products shall be conducted on an annual basis by Steinway Certified Technicians throughout the term of the contract.

3.5 RENTALS

Contractor shall provide the option to rent additional pianos at no additional cost to the County.

DRAFT

MARKET RESEARCH

Contract No.: BW-	Recommendation:
Title: Steinway Pianos	<input type="checkbox"/> Exercise Option to Renew (OTR) <input checked="" type="checkbox"/> Non-Competitive Acquisition <input type="checkbox"/> Solicit Competition <input type="checkbox"/> Access Contract <input type="checkbox"/> Other
Procurement Contracting Officer: David Leyte-Vidal	

Background:

Miami-Dade County Department of Cultural Affairs (CUA) is recommending establishing a non-competitive contract with Steinway, Inc. (also known as Steinway & Sons, Inc. and Steinway Piano Gallery Miami) to purchase two Steinway & Sons pianos for use in the African Heritage Cultural Arts Center (AHCAC) and the South Miami-Dade Cultural Arts Center (SMDCAC). The pianos are necessary components for the operation of the two cultural facilities.

The use of Steinway, Inc. (Steinway) pianos is specified by CUA for various reasons. First, Steinway is the accepted standard in professional musical performances and is the most frequently requested instrument by artists and performers in these venues. At times, the use of Steinway pianos is a contractual stipulation by the artist. If a different brand of piano is purchased, Steinway pianos would have to be rented frequently for visiting artists who specifically request Steinway pianos. Second, CUA rents its venues to third parties who will conduct performances using the facilities and equipment present. These third-parties often request Steinway pianos. Should the department purchase a different brand, they would have to rent Steinway pianos for the facility-renting parties. This adds both a cost and an administrative and logistical burden to CUA's operation of the facilities. Third, CUA has existing Steinway equipment at SMDCAC and the purchase of a different brand of piano would have a negative impact on integration and cohesion.

Instrument Specifications:

1. Piano 1 – Steinway Model A Salon Grand – This unit is for the AHCAC
2. Piano 2 – Steinway Model B Salon Grand – This unit is for the SMDCAC
3. Both pianos are covered by a 5-year warranty from Steinway that includes yearly inspections by Steinway Certified Technicians.

Research Conducted:

Table 1 provides additional information on the manufacturer and authorized distributors.

Table 1 – Manufacturer and Authorized Distributors for Steinway & Sons Pianos

	Authorized Distributor/Vendor	State	Comments
1.	Steinway, Inc. 305-774-9878 / smeridian@steinway.com 4104 Ponce De Leon Blvd Coral Gables, FL 33146	Florida	This location is the factory-direct dealer for Steinway, giving them priority for inventory over any other dealers. Factory has both pianos available to be delivered within 3-4 weeks.
2.	Steinway Piano Gallery Tampa Bay 727-530-3304 / charlie@steinwaytampabay.com 5990 Ulmerton Road Suite One Clearwater, FL 33760	Florida	This dealer offers free shipping within Florida. No pianos available.
3.	Pritchard's Pianos 941-924-1204 / pritchardpianos@gmail.com 21800 Bee Ridge Road Sarasota, FL 34230	Florida	This dealer charges \$1,500 for shipping and set-up. No pianos available.
4.	Steinway Piano Gallery Spanish Fort 251-930-1082 / christy@steinwayes.com 11247 US Highway 31 Spanish Fort, AL 36527	Alabama	No pianos available.

CUA specified that purchasing from a local vendor would be ideal as this would facilitate delivery, maintenance, and repair services, in addition to, a relationship with the local office. Delivery costs are at the discretion of individual dealers. One dealer in Tampa Bay Florida offers free shipping within the state of Florida while another dealer in Sarasota charges \$1,500 per piano. The local Miami dealer usually charges a fee for transporting the pianos from the gallery to the venues and setting them up, however, they stated they could waive that fee for Miami-Dade County.

Maintenance and repair services are best provided locally and through your local dealer. The dealer in Tampa Bay stated several times that while they would love to sell Miami-Dade County their pianos, the ideal location to purchase from would be from the local Miami-Dade dealer. Reasons for this include establishing a relationship with a local dealer who will be readily available for response as opposed to a dealer who is out of the county or in another state. Also, the Tampa Bay dealer specified that operating through a dealer outside of your locality will inevitably introduce lag times in service requests as the distance adds an extra layer of logistics to the transaction. Further to this point, the Steinway warranty is offered on the piano regardless of which dealer you purchase from, but all dealers recommended purchasing the piano closest to where you will use the piano because your local network of Steinway-authorized technicians will be more accessible and quicker to respond.

In addition, Steinway pianos can only be purchased new from Steinway factories or its authorized dealers.

Finally, availability is a major concern. None of the Florida dealers even had the required pianos in stock while the Coral Gables dealer has direct access to Steinway factory pianos and can have both models available within 3-4 weeks of an order being placed.

Similar Contracts:

Searches were conducted on Bidsync to find similar contracts and while similar contracts were not discovered, a relevant notice of intent was found.

NOI-2020-0796

The Utah Valley University issued a notice of intent on January 21, 2020 to use a sole-source method for purchasing a Steinway piano. Many of the reasons they listed for using a sole-source purchasing method echoed the research conducted for Miami-Dade County's contract.

1. Sound Compatibility
 - a. A Steinway piano is best when the venue has existing Steinway instruments, which the SMDCAC does.
2. Industry Standard
3. Guest performers expect Steinway pianos

Recommendation:

It is recommended that the County approve the waiver of competition to procure the required Steinway Pianos from Steinway Piano Gallery Miami, the nearest authorized distributor, and the only distributor with access to inventory at the moment. This would allow for CUA to acquire the required new Steinway Pianos within 3-4 weeks of an order being placed from a Miami-based dealer. Beyond availability is practicality and best-practice. The consensus is that when purchasing these pianos, which are costly and very technical musical instruments, it is advisable to purchase the pianos from a dealer who is local and who will be involved first-hand with the installation and maintenance of the pianos.

Procurement Contracting Officer: David Leyte-Vidal

Date: 6/9/2022

Procurement Contracting Manager: Shari Francis

Date: 6/9/2022