

OMNIA Partners Region 4 Education Service Center Discount Matrix
Allsteel Inc. Contract #R191802-Furniture, Installation and Related Services

Allsteel Price List: March 1, 2023 *Effective 2/1/2024 pricing based on February 1, 2024 price lists.

Gunlocke Price List: March 1, 2023 *Effective 2/1/2024 pricing based on February 1, 2024 price lists.

HBF Price List: January 29, 2023 *Effective 2/1/2024 pricing based on February 1, 2024 price lists.

Products	List per Order	Discount From List
Stride Systems, Terrace, Concensys, Optimize, Further, Involve Caseloads, Approach, Stride Desking, Stride Benching, Pedestals, Overheads, Worksurfaces, Electrical & Accessories, Altitude Tables, Gallery Panels, Metal & Acrylic Table Screens, Universal Panel Stacker, Universal Screens, Fit Panels, Mural Desking, Daybook	\$1 - \$100,000	69.5%
	\$100,001 - \$400,000	71.0%
	\$400,001 & Above	Negotiable
Further Adaptive Supports	\$1 - \$100,000	67.0%
	\$100,001 - \$400,000	68.5%
	\$400,001 & Above	Negotiable
Lateral Files, Vertical Files, Storage (Towers, Bookcases, & Cabinets), Align Laterals, Align Storage, Align Credenzas, Stride Storage, Involve Storage, Raddi Storage	\$1 - \$100,000	64.0%
	\$100,001 - \$400,000	65.0%
	\$400,001 & Above	Negotiable
Trooper, Tolleson, and Nimble Seating	\$1 - \$100,000	64.0%
	\$100,001 - \$400,000	64.0%
	\$400,001 & Above	Negotiable
Relate, Scout, Seek, Inspire, and Access Seating	\$1 - \$100,000	61.0%
	\$100,001 - \$400,000	61.0%
	\$400,001 & Above	Negotiable
Acuity, Mimeo, Lyric, Quip, Evo, Svelte, O6, and Pli Seating	\$1 - \$100,000	58.0%
	\$100,001 - \$400,000	58.0%
	\$400,001 & Above	Negotiable
Admix, Aware, and Structure Tables	\$1 - \$100,000	64.0%
	\$100,001 - \$400,000	64.0%
	\$400,001 & Above	Negotiable
Wood Caseloads (Align Wood), Stride Painted Wood Caseloads Veneer	\$1 - \$100,000	60.0%
	\$100,001 - \$400,000	60.0%
	\$400,001 & Above	Negotiable
Social Collaborative Seating/Tables/Conferencing, Clarity, CoHo, Parallel, Park, Recharge, Retreat, Townhall Collection (Rock, Wedge, Peak, Summit, Picnic, Cloud), Two-Thirds, and New Product Offering	\$1 - \$100,000	51.0%
	\$100,001 - \$400,000	54.0%
	\$400,001 & Above	Negotiable
Accessories (Wand & Link Lights, Ergonomic tools), Hands-Free Pulls, Hand Sanitizer Solutions, Acrylic Freestanding Screens	\$1 - \$100,000	55.0%
	\$100,001 - \$400,000	57.0%
	\$400,001 & Above	Negotiable
Gunlocke (All Product)	\$1 - \$250,000	55.6%
	\$250,001 & Above	Negotiable
HBF (All Product)	\$1 - \$100,000	49.0%
	\$100,001 - \$400,000	52.0%
	\$400,001 & Above	Negotiable
Aspect Architectural Products*	\$1 - \$250,000	62.3%
	\$250,001 & Above	Negotiable
Beyond Architectural Products*	\$1 - \$200,000	58.8%
	\$200,001 & Above	Negotiable
*Authorized Walls dealers only. Please contact beyondservices@allsteeloffice.com for additional information. See below for approved Walls Services		

Approved Furniture Services:

Service Type	Quote Type	Rate
Dock Delivery	NA	No charge
Inside Delivery	Hourly	Minimum of \$175. Hourly rates range from \$75 - \$90 with a NTE of \$90 per hour.
Install/Assembly	Hourly	Minimum of \$175. Hourly rates range from \$90 - \$125 with a NTE of \$125 per hour.
Reconfiguration	Hourly	Minimum of \$125 per hour with a NTE maximum charge of \$150 per hour.
Design	Hourly	Minimum of \$75 per hour with a NTE maximum charge of \$90 per hour.
Project Management	Hourly	Minimum of \$75 per hour with a NTE maximum charge of \$90 per hour.
Storage		Prices range from \$2.50 per sq. ft. per month to \$5.00 per sq. ft. per month, NTE \$5.00 per sq. ft. per month.
Modular Walls		Prices range from \$110 per lineal foot to \$130 per lineal foot, not to exceed \$130 per lineal foot.
Applied Ergonomic Support		Prices range from \$200 per hour to \$500 per hour, not to exceed \$500 per hour.

Approved Walls Services:

Service Type	Quote Type	Rate
Install	Negotiated	NTE \$130/lineal foot
Design	Negotiated	NTE \$90/hr
Project Management	Negotiated	NTE \$90/hr
Reconfiguration	Negotiated	NTE \$150/hr

- Due to the extremely custom nature of demountable walls, list prices are part of the CET Designer software.
- Installation/Assembly costs noted are for normal work hours, non-union wages. Union, prevailing wage, overtime, weekend work, and metropolitan area labor will be negotiated on a case-by-case basis.
- Prices for Allsteel Architectural Walls Product do not include applicable sales taxes or freight. These charges will be listed as separate line items on the quote, purchase order, and invoice, unless otherwise agreed to in writing, and each charge is contingent upon final destination of product. All applicable taxes and freight charges will be added to Allsteel's invoice, and customer agrees to pay the same.

Kimball International OMNIA Partners National Agreement No 2019.001896

Lead Agency: University of California

Contract Dates: 5/20/2020 - 4/30/2024, Renewed through 5/30/2027

Ex. A - Rev. Mar 2024

Discount for furniture agreement off List

All prices are current pricing at time of order

Brand	Products/Category	Per Order Size at List Price by Category	Discount From List Delivered-Dock	Discount From List Delivered & Installed*	Discount From List Delivered-Inside	Discount From List Delivered & Expanded Install
Kimball National Etc. Interwoven	Ancillary Products Including Desks, Storage, Filing, Training, Side, Meeting Tables, Caseworks,Task, Lounge,Guest, Side Seating, Pods/Phone Booths	\$1 - \$49,999	55.0%	51.0%	53.0%	47.0%
		\$50,000 - \$99,999	55.5. %	53.0%	54.5%	50.0%
		\$100,000 - \$249,999	56.0%	54.0%	55.0%	51.0%
		\$250,000+	NEG.	NEG.	NEG.	NEG.
Kimball	Metal Filing	\$1 - \$49,999	55.0%	51.0%	53.0%	47.0%
		\$50,000 - \$99,999	55.5. %	53.0%	54.5%	50.0%
		\$100,000 - \$249,999	56.0%	54.0%	55.0%	51.0%
		\$250,000+	NEG.	NEG.	NEG.	NEG.
Kimball	Systems	\$1 - \$49,999	65.0%	61.0%	63.0%	59.0%
		\$50,000 - \$99,999	65.0%	61.0%	63.0%	59.0%
		\$100,000 - \$249,999	67.0%	63.0%	65.0%	61.0%
		\$250,000+	NEG.	NEG.	NEG.	NEG.

Services - Offered by Dealers for additional cost when not included in Customer's	Hourly Rates (NTE)
Design Services	\$70.00
Project Management Services	\$72.00-125.00
Reconfiguration Services	Locally Negotiated
Storage	Rate per Sq. Ft. (NTE)
Storage	\$1.57
Labor/Installation -Hourly labor rates are quoted using the appropriate hourly labor application, such as Union rate, Prevailing Wage rate, or your Standard Labor rate. taking into consideration the labor activity required for the installation and the local labor regulations. Proposer to state your standard labor rate as a NTE (not to exceed) rate for national program pricing.	Hourly Rates (NTE)
Standard Installation Labor	\$65.00-\$250.00

Kimball International OMNIA Partners National Agreement No 2019.001896

Lead Agency: University of California

Services Associated with Discount off List

1. Drop Ship price includes product delivery to the site, the purchaser is responsible for unloading.
2. Inside Delivery price includes product delivered to the site and unloaded.
3. Basic Installation price to include inside delivery, uncrating, assembly, installation, removal of all debris from premises, installation documents and the bill of materials per the purchaser's approved plan and specifications.
4. Expanded Service Installation price to include basic installation; field measurements surveyed, documented and coordinated; electrical and tele/data infeed locations are surveyed, documented and coordinated; attend required coordination meetings with purchaser and other contractors; and creation and implementation of punch list by project manager.

Pricing Parameters:

- During normal business hours, M-F, 7am-5pm local time
- Non-Union labor
- All necessary tools and equipment required to install per the drawing or quote
- Adequate facilities for delivery, unloading, moving, and staging/storing of the product during the install process
- Free and clear access to loading docks and elevators
- Job site to be free and clear of debris
- Service work not be hindered by other trades, product tools, equipment
- Reasonable access to space

Exclusions:

- Any work requiring a licensed electrician is the purchaser's responsibility
- Hardwiring of furniture to the building source
- Connection of phone and data lines to the building source

Additional Cost:

- Union, prevailing wage, overtime, and "after hours" (evenings, weekends, holidays) work

Brand	Category	Description	Current Price Lists	Drop Ship Tier 1 Discount \$0-\$49,999 List Price Per Order	Drop Ship Tier 2 Discount \$50,000 - \$99,999 List Price Per Order	Drop Ship Tier 3 Discount \$100,000 - \$249,999 List Price Per Order	Drop Ship Tier 4 Discount \$250,000+ List Price Per Order
Kimball National Etc. Interwoven David Edward	Freestanding Furniture Seating/Chairs Soft Seating Filing Systems, Storage and Equipment Library Furniture Cafeteria Furniture Audio/Visual Furniture Educational Office Furniture Quick Delivery Products	Desks, Storage, Filing, Training, Side, Meeting Tables, Caseworks, Task, Lounge, Guest, Side Seating, Pods	Kimball Accessory Solutions effective 10.2.23 Kimball Acoustics & Space Dividers effective 10.2.23 Kimball David Edward Collection effective 10.2.23 Kimball Desks & Workstation Solutions effective 10.2.23 Kimball Meeting & Collaboration Solutions effective 10.2.23 Kimball Ready effective 10.2.23 Kimball Seating Solutions effective 10.2.23 National Caseworks 1 effective 10.2.23 National Caseworks 2 effective 10.2.23 National Caseworks Quick Delivery effective 10.2.23 National Seating Quick Delivery effective 10.2.23 National Return to Work effective 10.2.23 National Seating effective 10.2.23 National Tables effective 10.2.23 Etc. effective 10.2.23 Interwoven effective 10.2.23 Pods by National effective 10.2.23	55.0%	55.5%	56.0%	Negotiable
Kimball	Systems Furniture - NARRATE, CETRA, XSITE, FOOTPRINT, WORKABLE, TRAXX/TILES, XSEDE SERIES, ETARRAN SERIES	Panel systems, workstation components, surfaces, storage, support	Kimball Systems Solutions effective 10.2.23 etarran™ PANEL SYSTEM Pricelist effective 10.2.2023	65.0%	65.0%	67.0%	Negotiable
Kimball	Filing Systems, Storage and Equipment	Metal lateral & storage files	Kimball Systems Solutions effective 10.2.23	55.0%	55.5%	56.0%	Negotiable

Services	Hourly Rate Range - Non Union Rates
Inside Delivery	Quoted on a per order basis
Basic Installation - Normal Hours	\$60.00 - \$95.00
Basic Installation - After Hours	\$100.00-\$150.00
Reconfiguration Services	Quoted on a per order basis / Locally Negotiated
Design	\$65.00 - \$75.00
Project Management	\$72.00 - \$125.00