

### MCCCD RFP #3386-6 Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
Ancillary Items	2/90 Signage	\$1 - \$50,000	39.02%	Yes	5 Year	\$80.00
		\$50,000 - \$250,000	43.18%			
		\$250,000+	Negotiable			
Ancillary Items	Allermuir	\$1 - \$50,000	44.44%	Yes / With Minimum Order	3 Year / 5 Year	\$80.00
		\$50,000 - \$250,000	49.11%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Allseating	\$1 - \$50,000	51.22%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	54.55%			
		\$250,000+	Negotiable			
Ancillary Items	Andreu World	\$1 - \$50,000	45.12%	No	5 Year	\$80.00
		\$50,000 - \$250,000	54.55%			
		\$250,000+	Negotiable			
Ancillary Items	Arcadia	\$1 - \$50,000	50%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	51.81%			
		\$250,000+	Negotiable			
Ancillary Items	Arper	\$1 - \$50,000	43.18%	No	10 Year	\$80.00
		\$50,000 - \$250,000	46.02%			
		\$250,000+	Negotiable			
Conference Seating	Bernhardt	\$1 - \$50,000	44.44%	No	10 Year	\$80.00
		\$50,000 - \$250,000	48.57%			
		\$250,000+	Negotiable			
Conference Tables	Bernhardt	\$1 - \$50,000	44.44%	No	10 Year	\$80.00
		\$50,000 - \$250,000	50.18%			
		\$250,000+	Negotiable			
Ancillary Items	BOSS Design	\$1 - \$50,000	48.86%	No	10 Year	\$80.00
		\$50,000 - \$250,000	50%			
		\$250,000+	Negotiable			
Ancillary Items	BRC	\$1 - \$50,000	61.25%	No	12 Year	\$80.00
		\$50,000 - \$250,000	67.47%			
		\$250,000+	Negotiable			
Ancillary Items	Carolina	\$1 - \$50,000	44.44%	Yes	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	49.40%			
		\$250,000+	Negotiable			
Classroom/ Nesting		\$1 - \$50,000	46.56%			

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Classroom/ Meeting Tables	CF Group - Falcon	\$50,000 - \$250,000	48.49%	No	Limited Lifetime	\$80.00
		\$250,000+	Negotiable			
Conference Tables	CF Group -Thonet	\$1 - \$50,000	46.56%	No	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	48.49%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Claridge	\$1 - \$50,000	55.12%	No	Lifetime	\$80.00
		\$50,000 - \$250,000	58.18%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Clarus	\$1 - \$50,000	53.35%	No	10 Year	\$80.00
		\$50,000 - \$250,000	59.09%			
		\$250,000+	Negotiable			
Desking Systems	Clear Design	\$1 - \$50,000	59.76%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	54.77%			
		\$250,000+	Negotiable			
Ancillary Items	Collaborative Spaces	\$1 - \$50,000	54.55%	Yes / With Minimum Order		\$80.00
		\$50,000 - \$250,000	56.82%			
		\$250,000+	Negotiable			
Ancillary Items	Compartment A	\$1 - \$50,000	46.02%	Yes	Lifetime	\$80.00
		\$50,000 - \$250,000	47.22%			
		\$250,000+	Negotiable			
Ancillary Items	Coriander Designs:	\$1 - \$50,000	54.55%	No	10 Year	\$80.00
		\$50,000 - \$250,000	54.55%			
		\$250,000+	Negotiable			
Ancillary Items	Dauphin	\$1 - \$50,000	54.55%	No	10 Year	\$80.00
		\$50,000 - \$250,000	55.56%			
		\$250,000+	Negotiable			
Conference Seating	Davis	\$1 - \$50,000	44.44%	No	5 Year	\$80.00
		\$50,000 - \$250,000	48.04%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Dekko / ECA	\$1 - \$50,000		Yes	1 Year	\$80.00
		\$50,000 - \$250,000				
		\$250,000+	Negotiable			
Laminate Casegoods	Deskmakers	\$1 - \$50,000	48.17%	Yes / With Minimum Order	Lifetime	\$80.00
		\$50,000 - \$250,000	54.55%			

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Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
		\$250,000+	Negotiable			
Demountable Wall Systems	DIRTT	\$1 - \$50,000	1.26%	No	10 Year	\$80.00
		\$50,000 - \$250,000	14.36%			
		\$250,000+	Negotiable			
Demountable Wall Systems - Power	DIRTT	\$1 - \$50,000	1.26%	No	10 Year	\$80.00
		\$50,000 - \$250,000	9.32%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	ECD	\$1 - \$50,000	51.50%	No	10 Year	\$80.00
		\$50,000 - \$250,000	55.66%			
		\$250,000+	Negotiable			
Ancillary Items	Egan	\$1 - \$50,000	46.56%	Yes	10 Year	\$80.00
		\$50,000 - \$250,000	48.49%			
		\$250,000+	Negotiable			
Conference Seating	Encore	\$1 - \$50,000	56.10%	Yes / With Minimum Order	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	59.09%			
		\$250,000+	Negotiable			
Conference Tables	Enwork	\$1 - \$50,000	60.98%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	68.18%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	ERG	\$1 - \$50,000	47.22%	Yes / With Minimum Order	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	51.79%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	ESI	\$1 - \$50,000	55.12%	Yes / With Minimum Order	15 Year	\$80.00
		\$50,000 - \$250,000	60.23%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Exemplis - Ideon	\$1 - \$50,000	53.66%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	57.73%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Exemplis - SOI	\$1 - \$50,000	53.66%	Yes	Lifetime	\$80.00
		\$50,000 - \$250,000	57.73%			
		\$250,000+	Negotiable			
Ancillary Items	Exemplis - Symmetry	\$1 - \$50,000	56.82%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	57.73%			
		\$250,000+	Negotiable			

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Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
Storage Cabinets	FireKing	\$1 - \$50,000	50%	No	2 Year	\$80.00
		\$50,000 - \$250,000	51.81%			
		\$250,000+	Negotiable			
Desking Systems	Fluid Concepts	\$1 - \$50,000	51.22%	Yes / With Minimum Order	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	57.39%			
		\$250,000+	Negotiable			
Ancillary Items	Forms and Surfaces	\$1 - \$50,000	NET	No	1 Year	\$80.00
		\$50,000 - \$250,000	2.00%			
		\$250,000+	Negotiable			
Ancillary Items	Frovi	\$1 - \$50,000	48.86%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	51.70%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Fulbright	\$1 - \$50,000	48.86%	No	2 Year	\$80.00
		\$50,000 - \$250,000	50%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	Gebesa - Systems	\$1 - \$50,000	66.25%	Yes	10 Year	\$80.00
		\$50,000 - \$250,000	71.08%			
		\$250,000+	Negotiable			
Laminate Casegoods	Gebesa - Casegoods	\$1 - \$50,000	66.25%	Yes	10 Year	\$80.00
		\$50,000 - \$250,000	67.47%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Gebesa - Seating	\$1 - \$50,000	62.50%	Yes	10 Year	\$80.00
		\$50,000 - \$250,000	63.86%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Gebesa - Assend	\$1 - \$50,000	62.50%	Yes	10 Year	\$80.00
		\$50,000 - \$250,000	63.86%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Gebesa - Wyatt	\$1 - \$50,000	50%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	51.81%			
		\$250,000+	Negotiable			
Wood Casegoods	Geiger - Casegoods (except Axon & Domino)	\$1 - \$50,000	45%	No	12 Year	\$80.00
		\$50,000 - \$250,000	47%			
		\$250,000+	Negotiable			
	Geiger - Ward Bennett	\$1 - \$50,000	38%			

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Conference Seating	Geiger - Ward Bennett Seating & Tables	\$50,000 - \$250,000	38%	No	12 Year	\$80.00
		\$250,000+	Negotiable			
Wood Casegoods	Geiger - Axon & Domino	\$1 - \$50,000	35%	No	12 Year	\$80.00
		\$50,000 - \$250,000	35%			
		\$250,000+	Negotiable			
Ancillary Items	Geiger - Pillows	\$1 - \$50,000	45%	No	12 Year	\$80.00
		\$50,000 - \$250,000	45%			
		\$250,000+	Negotiable			
Desking Systems	Global	\$1 - \$50,000	52.91%	Yes / With Minimum Order	Lifetime	\$80.00
		\$50,000 - \$250,000	59.66%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	GMI Companies - Ghent	\$1 - \$50,000	51.42%	Yes / With Minimum Order	Lifetime	\$80.00
		\$50,000 - \$250,000	53.98%			
		\$250,000+	Negotiable			
Ancillary Items	GMI Companies - Waddell	\$1 - \$50,000	51.42%	Yes / With Minimum Order	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	53.98%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	GMI Companies - Vividboard	\$1 - \$50,000	43.18%	Yes / With Minimum Order	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	44.44%			
		\$250,000+	Negotiable			
Conference Seating	Gordon International	\$1 - \$50,000	45.12%	No	10 Year	\$80.00
		\$50,000 - \$250,000	51.42%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Grand Rapids Chair	\$1 - \$50,000	56.56%	No	10 Year	\$80.00
		\$50,000 - \$250,000	48.49%			
		\$250,000+	Negotiable			
Ancillary Items	Green Furniture Concept	\$1 - \$50,000	48.86%	No	1 Year	\$80.00
		\$50,000 - \$250,000	51.42%			
		\$250,000+	Negotiable			
Side Chairs and Stools, Ancillary Items	Gressco	\$1 - \$50,000	47.87%	No	10 Year	\$80.00
		\$50,000 - \$250,000	52.44%			
		\$250,000+	Negotiable			
Ancillary Items	Grosfillex	\$1 - \$50,000	50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	54.19%			

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Ergonomic Work Tools	H.A.T.	\$250,000+	Negotiable	Yes / With Minimum Order	10 Year	\$80.00
		\$1 - \$50,000	63.41%			
		\$50,000 - \$250,000	65.91%			
Side Chairs and Stools	HBF	\$250,000+	Negotiable	No	Limited 10 Year	\$80.00
		\$1 - \$50,000	44.44%			
		\$50,000 - \$250,000	49.11%			
Herman Miller -	Herman Miller - Accessories (8)	\$250,000+	Negotiable	Yes	12 Year	\$80.00
		\$1 - \$50,000	70.50%			
		\$50,000 - \$250,000	72%			
Panel Wrapped Systems	Herman Miller - Action Office® 1 & AO2 Panels (B)	\$250,000+	Negotiable	Yes	12 Year	\$80.00
		\$1 - \$50,000	70.55%			
		\$50,000 - \$250,000	72%			
Panel Wrapped Systems	Herman Miller - Action Office® 2 Components (J)	\$250,000+	Negotiable	Yes	12 Year	\$80.00
		\$1 - \$50,000	70.50%			
		\$50,000 - \$250,000	72%			
High Performance Task Chairs (24/7 seating)	Herman Miller - Aeron® Chairs (EC)	\$250,000+	Negotiable	Yes	12 Year	\$80.00
		\$1 - \$50,000	51%			
		\$50,000 - \$250,000	53.50%			
Guest Seating	Herman Miller - Aside® Seating (PD)	\$250,000+	Negotiable	Yes	12 Year	\$80.00
		\$1 - \$50,000	53%			
		\$50,000 - \$250,000	53%			
Classroom/ Nesting Tables	Herman Miller - *Avive® (DL)	\$250,000+	Negotiable	Yes	12 Year	\$80.00
		\$1 - \$50,000	69%			
		\$50,000 - \$250,000	69%			
Panel Wrapped Systems	Herman Miller - Canvas Beam (FW)	\$250,000+	Negotiable	Yes	12 Year	\$80.00
		\$1 - \$50,000	69%			
		\$50,000 - \$250,000	70%			
Panel Wrapped Systems	Herman Miller - Canvas Channel (FZ)	\$250,000+	Negotiable	Yes	12 Year	\$80.00
		\$1 - \$50,000	69%			
		\$50,000 - \$250,000	70%			
Panel Wrapped Systems	Herman Miller - Canvas Dock (FD)	\$250,000+	Negotiable	Yes	12 Year	\$80.00
		\$1 - \$50,000	69%			
		\$50,000 - \$250,000	70%			

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Panel Wrapped Systems	Herman Miller - Canvas Group (FR)	\$1 - \$50,000	69%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	70%			
		\$250,000+	Negotiable			
Storage Cabinets	Herman Miller - Canvas Metal Storage (FM)	\$1 - \$50,000	69%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	70%			
		\$250,000+	Negotiable			
Desking Systems	Herman Miller - Canvas Office Landscape Metal Desk	\$1 - \$50,000	69%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	70%			
		\$250,000+	Negotiable			
Desking Systems	Herman Miller - Canvas Private Office (FV)	\$1 - \$50,000	69%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	70%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	Herman Miller - Canvas Vista (FX)	\$1 - \$50,000	69%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	70%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	Herman Miller - Canvas Wall (FT)	\$1 - \$50,000	69%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	70%			
		\$250,000+	Negotiable			
Wood Casegoods	Herman Miller - Canvas Wood Storage (FF)	\$1 - \$50,000	69%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	70%			
		\$250,000+	Negotiable			
Classroom Seating, Stack Chairs	Herman Miller - Caper® Chair (WC)	\$1 - \$50,000	53%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	56.25%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Herman Miller - Celle (TR)	\$1 - \$50,000	51%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	53.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Chadwick Modular Seating (V)	\$1 - \$50,000	46%	Yes	5 Year	\$80.00
		\$50,000 - \$250,000	47%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Co/Struc® (S)	\$1 - \$50,000	51%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	51%			
		\$250,000+	Negotiable			
	Herman Miller -	\$1 - \$50,000	51%			

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Ancillary Items	Herman Miller - Commend (HQ)	\$50,000 - \$250,000	51%	Yes	5 Year	\$80.00
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Compass (TW)	\$1 - \$50,000	51%	Yes	5 Year	\$80.00
		\$50,000 - \$250,000	51%			
Ergonomic Seating and Stools	Herman Miller - Cosm (FC)	\$250,000+	Negotiable	Yes	12 Year	\$80.00
		\$1 - \$50,000	51%			
Side Chairs and Stools	Herman Miller - Eames Molded Plastic&Wire (VT)	\$50,000 - \$250,000	53%	Yes	12 Year	\$80.00
		\$250,000+	Negotiable			
Conference Seating	Herman Miller - Eames® Aluminum Group (H)	\$1 - \$50,000	40%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	40%			
Side Chairs and Stools	Herman Miller - Eames® Conference & Dining Tables (F)	\$250,000+	Negotiable	Yes	12 Year	\$80.00
		\$1 - \$50,000	69%			
Ancillary Items	Herman Miller - Eames® Lounge & Classic Seating (E)	\$50,000 - \$250,000	69%	Yes	5 Year	\$80.00
		\$250,000+	Negotiable			
Guest Seating	Herman Miller - Eames® Tandem Seating (L)	\$1 - \$50,000	46%	Yes	5 Year	\$80.00
		\$50,000 - \$250,000	46%			
High Performance Task Chairs (24/7 seating)	Herman Miller - Embody (CN)	\$250,000+	Negotiable	Yes	12 Year	\$80.00
		\$1 - \$50,000	49%			
Ergonomic Ancillary Products	Herman Miller - Energy Distribution Systems (C)	\$50,000 - \$250,000	49%	Yes	12 Year	\$80.00
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Herman Miller - Ergonomic Computer Furniture (TE)	\$1 - \$50,000	70.50%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	72%			
Panel Wrapped Customs	Herman Miller - Ethanica® (II)	\$250,000+	Negotiable	Yes	12 Year	\$80.00
		\$1 - \$50,000	69%			
		\$50,000 - \$250,000	72%			



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		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Herman Miller - Everywhere Tables (IV)	\$1 - \$50,000	67%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	69%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Herman Miller - Exclave Performance Gear (EX)	\$1 - \$50,000	57%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	58%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Generic (R)	\$1 - \$50,000	70.50%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	72%			
		\$250,000+	Negotiable			
Conference Tables	Herman Miller - Headway Tables (IM)	\$1 - \$50,000	66%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	67%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Innovative Products (IP)	\$1 - \$50,000	40%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	40%			
		\$250,000+	Negotiable			
Guest Seating	Herman Miller - Keyn (TV)	\$1 - \$50,000	45%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	46.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - *Keys & Locks (KA)	\$1 - \$50,000	72%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	72%			
		\$250,000+	Negotiable			
Desking Systems	Herman Miller - Layout Studio (LS)	\$1 - \$50,000	51%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	52.50%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Herman Miller - Lighting (A)	\$1 - \$50,000	70.50%	Yes	5 Year	\$80.00
		\$50,000 - \$250,000	72%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Herman Miller - Lino (MI)	\$1 - \$50,000	51%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	53%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Herman Miller - Magis Alliance (CW)	\$1 - \$50,000	42%	Yes	5 Year	\$80.00
		\$50,000 - \$250,000	43%			
		\$250,000+	Negotiable			

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Storage Cabinets	Herman Miller - Meridian Towers (MG)	\$1 - \$50,000	52%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	52%			
		\$250,000+	Negotiable			
Storage Cabinets	Herman Miller - Meridian Verticals (MV)	\$1 - \$50,000	54%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	54%			
		\$250,000+	Negotiable			
Storage Cabinets	Herman Miller - Meridian® Laterals (MF)	\$1 - \$50,000	54%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	54%			
		\$250,000+	Negotiable			
Storage Cabinets	Herman Miller - Meridian® Pedestals (MP)	\$1 - \$50,000	54%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	54%			
		\$250,000+	Negotiable			
Storage Cabinets	Herman Miller - Meridian® Storage Cases/Book Cases	\$1 - \$50,000	52%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	52%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Herman Miller - Mirra 2 (LF)	\$1 - \$50,000	51%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	53.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Modern Classics (ER)	\$1 - \$50,000	46%	Yes	5 Year	\$80.00
		\$50,000 - \$250,000	46%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Mora System (CH)	\$1 - \$50,000	51%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	52%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	Herman Miller - Motia Table (AH)	\$1 - \$50,000	67%	Yes	5 Year	\$80.00
		\$50,000 - \$250,000	68%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Naughtone (NO)	\$1 - \$50,000	44%	Yes	5 Year	\$80.00
		\$50,000 - \$250,000	44%			
		\$250,000+	Negotiable			
Desking Systems	Herman Miller - Nevi Link Height Adj Bench (IL)	\$1 - \$50,000	67%	Yes	5 Year	\$80.00
		\$50,000 - \$250,000	68%			
		\$250,000+	Negotiable			
	Herman Miller - Nevi	\$1 - \$50,000	67%			

### MCCCD RFP #3386-6 Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
Ergonomic Work Tools	Sit-to-Stand Tables (ID)	\$50,000 - \$250,000	68%	Yes	5 Year	\$80.00
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Overlay (MN)	\$1 - \$50,000	57%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	58%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Plex™ Lounge Furniture (XX)	\$1 - \$50,000	43%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	44%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Prospect (CB)	\$1 - \$50,000	72%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	73%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Public Office Landscape (BV)	\$1 - \$50,000	55%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	56%			
		\$250,000+	Negotiable			
Desking Systems	Herman Miller - Renew Link (IB)	\$1 - \$50,000	67%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	69.30%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Herman Miller - Renew Tables (IE)	\$1 - \$50,000	67%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	69.30%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Herman Miller - Sayl Chairs (AV)	\$1 - \$50,000	51%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	53.50%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	Herman Miller - Setu (RY)	\$1 - \$50,000	51%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	51%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Swoop (OA)	\$1 - \$50,000	46%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	53%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Textiles (K)	\$1 - \$50,000	70.50%	Yes	5 Year	\$80.00
		\$50,000 - \$250,000	72%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - Thrive Global (72)	\$1 - \$50,000	56%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	61.70%			

### MCCCD RFP #3386-6 Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Herman Miller - Thrive Portfolio (ZZ)	\$1 - \$50,000	56%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	60%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Herman Miller - Thrive Portfolio - CBS (Z2)	\$1 - \$50,000	56%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	60%			
		\$250,000+	Negotiable			
Storage Cabinets	Herman Miller - Tu Laterals (UL)	\$1 - \$50,000	67%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	69%			
		\$250,000+	Negotiable			
Storage Cabinets	Herman Miller - Tu Pedestals (UP)	\$1 - \$50,000	67%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	69%			
		\$250,000+	Negotiable			
Storage Cabinets	Herman Miller - Tu Storage (US)	\$1 - \$50,000	67%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	69%			
		\$250,000+	Negotiable			
Storage Cabinets	Herman Miller - Tu Towers (UT)	\$1 - \$50,000	67%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	69%			
		\$250,000+	Negotiable			
Wood Casegoods	Herman Miller - Tu Wood Credenzas (UJ)	\$1 - \$50,000	67%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	69.50%			
		\$250,000+	Negotiable			
Wood Casegoods	Herman Miller - Tu Wood Cubbies (UH)	\$1 - \$50,000	67%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	69.50%			
		\$250,000+	Negotiable			
Guest Seating	Herman Miller - Valor (CR)	\$1 - \$50,000	49%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	50%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Herman Miller - Verus (PI)	\$1 - \$50,000	51%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	53%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Davey Lighting)	\$1 - \$50,000	12.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	12.50%			
		\$250,000+	Negotiable			

### MCCCD RFP #3386-6 Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
Ancillary Items	Herman Miller - DWR - (Bead Light)	\$1 - \$50,000	12.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	12.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Carl Hansen)	\$1 - \$50,000	12.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	12.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Casala)	\$1 - \$50,000	37.50%	No	10 Year	\$80.00
		\$50,000 - \$250,000	37.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Case)	\$1 - \$50,000	15%	No	3 Year	\$80.00
		\$50,000 - \$250,000	15%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Emeco)	\$1 - \$50,000	12.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	12.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Frag)	\$1 - \$50,000	15%	No	3 Year	\$80.00
		\$50,000 - \$250,000	15%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Fritz Hansen)	\$1 - \$50,000	12.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	12.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Gubi)	\$1 - \$50,000	16.25%	No	3 Year	\$80.00
		\$50,000 - \$250,000	16.25%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Kartell)	\$1 - \$50,000	6.25%	No	3 Year	\$80.00
		\$50,000 - \$250,000	6.25%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (KFF)	\$1 - \$50,000	15%	No	3 Year	\$80.00
		\$50,000 - \$250,000	15%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Knoll)	\$1 - \$50,000	3.53%	No	3 Year	\$80.00
		\$50,000 - \$250,000	3.53%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR -	\$1 - \$50,000	12.50%			

### MCCCD RFP #3386-6 Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
Ancillary Items	Herman Miller - DWR - (Loll)	\$50,000 - \$250,000	12.50%	No	3 Year	\$80.00
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Moller)	\$1 - \$50,000	15%	No	3 Year	\$80.00
		\$50,000 - \$250,000	15%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Muuto)	\$1 - \$50,000	12.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	12.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Nelson Lamps)	\$1 - \$50,000	6.25%	No	3 Year	\$80.00
		\$50,000 - \$250,000	6.25%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Original BTC)	\$1 - \$50,000	12.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	12.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Pablo)	\$1 - \$50,000	15%	No	3 Year	\$80.00
		\$50,000 - \$250,000	15%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Softline)	\$1 - \$50,000	16.25%	No	3 Year	\$80.00
		\$50,000 - \$250,000	16.25%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Stellar Works)	\$1 - \$50,000	16.25%	No	3 Year	\$80.00
		\$50,000 - \$250,000	16.25%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Stua)	\$1 - \$50,000	16.25%	No	3 Year	\$80.00
		\$50,000 - \$250,000	16.25%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Tacchini)	\$1 - \$50,000	16.25%	No	3 Year	\$80.00
		\$50,000 - \$250,000	16.25%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Tolix)	\$1 - \$50,000	15%	No	3 Year	\$80.00
		\$50,000 - \$250,000	15%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Ton)	\$1 - \$50,000	15%	No	3 Year	\$80.00
		\$50,000 - \$250,000	15%			

### MCCCD RFP #3386-6 Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Verpan)	\$1 - \$50,000	12.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	12.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Albert)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Atlas)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Bacco)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Bantam)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Camber)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Como)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Flight)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Goodland)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Helix)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Jens)	\$1 - \$50,000	18.75%	No	3 Year	\$80.00
		\$50,000 - \$250,000	18.75%			
		\$250,000+	Negotiable			

### MCCCD RFP #3386-6 Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
Ancillary Items	Herman Miller - DWR - (Line)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Milo Baughman)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Morrison)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Raleigh)	\$1 - \$50,000	18.75%	No	3 Year	\$80.00
		\$50,000 - \$250,000	18.75%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Reid)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Risom Rocker)	\$1 - \$50,000	18.75%	No	3 Year	\$80.00
		\$50,000 - \$250,000	18.75%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Rubik)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Theatre)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ancillary Items	Herman Miller - DWR - (Ven)	\$1 - \$50,000	22.50%	No	3 Year	\$80.00
		\$50,000 - \$250,000	22.50%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Hightower	\$1 - \$50,000	38.27%	No	3 Year	\$80.00
		\$50,000 - \$250,000	43.45%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Humanscale - Ergonomic Seating, High Performance	\$1 - \$50,000	56.55%	Yes / With Minimum Order	15 Year	\$80.00
		\$50,000 - \$250,000	58.50%			
		\$250,000+	Negotiable			
Guest Seating Stack	Humanscale - Guest	\$1 - \$50,000	48.75%	Yes / With Minimum		



### MCCCD RFP #3386-6 Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
Guest Seating, Stack Chairs	Seating, Stack Chairs: Cinto, Trea, & Ballo /	\$50,000 - \$250,000	51.75%	Yes / With Minimum Order	15 Year	\$80.00
		\$250,000+	Negotiable			
Ergonomic Work Tools	Humanscale - Ergonomic Work Tools: Keyboard	\$1 - \$50,000	64.25%	Yes / With Minimum Order	15 Year	\$80.00
		\$50,000 - \$250,000	65.75%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Humanscale - Monitor Arms - Ergonomic Ancillary	\$1 - \$50,000	66.75%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	67.75%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Humanscale - CPU Holder - Ergonomic Ancillary	\$1 - \$50,000	66%	Yes / With Minimum Order	15 Year	\$80.00
		\$50,000 - \$250,000	67%			
		\$250,000+	Negotiable			
Desking Systems	Humanscale - Desking Systems: Height Adjustable	\$1 - \$50,000	61%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	63%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Humanscale - Height Adjustable Workstations	\$1 - \$50,000	52%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	54%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Humanscale - Height Adjustable Workstations	\$1 - \$50,000	45%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	48%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Humanscale - Cable Management: NEXTLINK's,	\$1 - \$50,000	57%	Yes / With Minimum Order	15 Year	\$80.00
		\$50,000 - \$250,000	59%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Humanscale - Technology Products (Stand-Alone):	\$1 - \$50,000	63.25%	Yes / With Minimum Order	3 Year	\$80.00
		\$50,000 - \$250,000	65.50%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Humanscale - Task Lights: Mova, Elements, Disc,	\$1 - \$50,000	62%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	62%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Humanscale - Task Lights: Element Classic & 790	\$1 - \$50,000	66%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	66%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Humanscale - All Ergonomic	\$1 - \$50,000	63.25%	Yes / With Minimum Order	15 Year	\$80.00
		\$50,000 - \$250,000	65.50%			

### MCCCD RFP #3386-6 Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
	Accessories: Laptop	\$250,000+	Negotiable			
Wood Casegoods	Indiana Desk	\$1 - \$50,000	50%	Yes / With Minimum Order	Limited 10 Year	\$80.00
		\$50,000 - \$250,000	53.73%			
		\$250,000+	Negotiable			
Ancillary Items	Intergra	\$1 - \$50,000	48.90%	Yes / With Minimum Order	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	52.39%			
		\$250,000+	Negotiable			
Ancillary Items	IOA	\$1 - \$50,000	59.09%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	60%			
		\$250,000+	Negotiable			
Desking Systems	Jasper Group	\$1 - \$50,000	56.82%	No	15 Year	\$80.00
		\$50,000 - \$250,000	57.78%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables, Stack Chairs	KI	\$1 - \$50,000	50.68%	Yes	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	51.19%			
		\$250,000+	Negotiable			
Wood Casegoods	KRUG	\$1 - \$50,000	47.22%	Yes	10 Year	\$80.00
		\$50,000 - \$250,000	49.11%			
		\$250,000+	Negotiable			
Ancillary Items	Landscape Forms	\$1 - \$50,000	1%	No	3 Year	\$80.00
		\$50,000 - \$250,000	1%			
		\$250,000+	Negotiable			
Ancillary Items	La-Z-Boy (KNU)	\$1 - \$50,000	55%	Yes	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	56.30%			
		\$250,000+	Negotiable			
Demountable Wall Systems	LoftWall	\$1 - \$50,000	44.44%	No	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	51.79%			
		\$250,000+	Negotiable			
Wood Casegoods	M Custom	\$1 - \$50,000	44.44%	No	10 Year	\$80.00
		\$50,000 - \$250,000	46.43%			
		\$250,000+	Negotiable			
Ancillary Items	Magnuson Group	\$1 - \$50,000	40.85%	No	2 Year	\$80.00
		\$50,000 - \$250,000	46.59%			
		\$250,000+	Negotiable			

### MCCCD RFP #3386-6 Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
Ancillary Items	Martin Bratrud	\$1 - \$50,000	39.10%	No	5 Year	\$80.00
		\$50,000 - \$250,000	45.24%			
		\$250,000+	Negotiable			
Ancillary Items	Mergeworks	\$1 - \$50,000	48.86%	Yes / With Minimum Order	Limited 10 Year	\$80.00
		\$50,000 - \$250,000	53.98%			
		\$250,000+	Negotiable			
Stack Chairs	MityLite	\$1 - \$50,000	50.00%	No	Limited 15 Year	\$80.00
		\$50,000 - \$250,000	55.68%			
		\$250,000+	Negotiable			
Ancillary Items	Montisa:	\$1 - \$50,000	45.12%	No	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	48.86%			
		\$250,000+	Negotiable			
Ancillary Items	MPS	\$1 - \$50,000	38.27%	No	10 Year	\$80.00
		\$50,000 - \$250,000	40.48%			
		\$250,000+	Negotiable			
Wood Casegoods	National	\$1 - \$50,000	55.54%	Yes	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	56.59%			
		\$250,000+	Negotiable			
Conference Tables	Nevers	\$1 - \$50,000	44.44%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	46.43%			
		\$250,000+	Negotiable			
Ancillary Items	Nevins	\$1 - \$50,000	44.44%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	49.11%			
		\$250,000+	Negotiable			
Ancillary Items	Nook	\$1 - \$50,000	38.27%	No	5 Year	\$80.00
		\$50,000 - \$250,000	46.43%			
		\$250,000+	Negotiable			
Wood Casegoods	Nucraft	\$1 - \$50,000	44.44%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	46.43%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	NXTWall	\$1 - \$50,000	40.91%	No	10 Year	\$80.00
		\$50,000 - \$250,000	42.22%			
		\$250,000+	Negotiable			

### MCCCD RFP #3386-6 Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	OCI / Stillwell	\$1 - \$50,000	60.23%	Yes / With Minimum Order	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	64.20%			
		\$250,000+	Negotiable			
Wood Casegoods	OFS	\$1 - \$50,000	53%	Yes	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	54.70%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	OM Seating (Office Master)	\$1 - \$50,000	47.87%	Yes	Lifetime	\$80.00
		\$50,000 - \$250,000	51.42%			
		\$250,000+	Negotiable			
Desking Systems	Optima	\$1 - \$50,000	56.25%	Yes	10 Year	\$80.00
		\$50,000 - \$250,000	57.83%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Palmer / Hamilton - EXCEPT Nomad & Hive	\$1 - \$50,000	44.44%	No	15 year	\$80.00
		\$50,000 - \$250,000	46.43%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Palmer / Hamilton - Nomad & Hive	\$1 - \$50,000	41.36%	No	5 Year	\$80.00
		\$50,000 - \$250,000	43.45%			
		\$250,000+	Negotiable			
Ancillary Items	Peter Pepper	\$1 - \$50,000	45.12%	No	3 Year	\$80.00
		\$50,000 - \$250,000	48.86%			
		\$250,000+	Negotiable			
Ancillary Items	PS Furniture	\$1 - \$50,000	53.70%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	55.36%			
		\$250,000+	Negotiable			
Ancillary Items	Safco	\$1 - \$50,000	53.66%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	56.82%			
		\$250,000+	Negotiable			
Classroom Seating	Sedia Systems:	\$1 - \$50,000	53.09%	No	10 Year	\$80.00
		\$50,000 - \$250,000	54.76%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Snowsound	\$1 - \$50,000	46.02%	No	Lifetime	\$80.00
		\$50,000 - \$250,000	48.86%			
		\$250,000+	Negotiable			

### MCCCD RFP #3386-6 Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
Guest Seating	Source International	\$1 - \$50,000	47.22%	No	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	52.38%			
		\$250,000+	Negotiable			
Side Chairs and Stools	SPEC	\$1 - \$50,000	50.61%	Yes / With Minimum Order	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	53.98%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Special-T	\$1 - \$50,000	52.50%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	54.22%			
		\$250,000+	Negotiable			
Guest Seating	St. Timothy's	\$1 - \$50,000	54.55%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	56.82%			
		\$250,000+	Negotiable			
Ancillary Items	Stance:	\$1 - \$50,000	54.55%	No	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	56.82%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Stylex	\$1 - \$50,000	44.44%	Yes / With Minimum Order	10 Year	\$80.00
		\$50,000 - \$250,000	46.43%			
		\$250,000+	Negotiable			
Ancillary Items	TakeForm:	\$1 - \$50,000	14.77%	No	5 Year	\$80.00
		\$50,000 - \$250,000	20.45%			
		\$250,000+	Negotiable			
Ancillary Items	Tenjam:	\$1 - \$50,000	48.86%	No	3 Year	\$80.00
		\$50,000 - \$250,000	48.86%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	Trendway	\$1 - \$50,000	57.96%	No	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	60.23%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	VerSteel	\$1 - \$50,000	47.22%	Yes / With Minimum Order	Lifetime	\$80.00
		\$50,000 - \$250,000	49.11%			
		\$250,000+	Negotiable			
Conference Seating	VIA	\$1 - \$50,000	51.22%	Yes	12 Year	\$80.00
		\$50,000 - \$250,000	54.55%			
		\$250,000+	Negotiable			

### MCCCD RFP #3386-6 Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount off	Freight Included Y/N	Warranty Terms (Years)	Minimum Trip Charge
Ancillary Items	West Coast Industries	\$1 - \$50,000	44.44%	No	12 Year	\$80.00
		\$50,000 - \$250,000	49.40%			
		\$250,000+	Negotiable			
Ancillary Items	ZoneZ	\$1 - \$50,000	54.55%	No	Limited Lifetime	\$80.00
		\$50,000 - \$250,000	56.82%			
		\$250,000+	Negotiable			

<b>Labor Rates for Services</b>	<b>Hourly Rate</b>
<b>Design Services (Includes drawings and revisions) (Regular Hours)</b>	<b>\$55.00</b>
<b>Installation Services (Regular Hours)</b>	<b>\$40.00</b>
<b>Installation Services (After Hours)</b>	<b>\$60.00</b>
<b>Disassembly/Relocation/Reconfiguration Services (Reg Hours)</b>	<b>\$40.00</b>
<b>Project Management (Regular Hours)</b>	<b>\$55.00</b>
<b>Project Management (After Hours)</b>	<b>\$82.50</b>
<b>Disassembly/Relocation/Reconfiguration Services (After Hours)</b>	<b>\$60.00</b>
<b>Repair Services (Regular Hours)</b>	<b>\$40.00</b>
<b>Repair Services (After Hours)</b>	<b>\$60.00</b>
<b>Reupholstering Services (Regular Hours)</b>	<b>\$65.00</b>
<b>Reupholstering Services (After Hours)</b>	<b>\$95.00</b>
<b>Refurbishing Services (Regular Hours)</b>	<b>\$65.00</b>
<b>Refurbishing Services (After Hours)</b>	<b>\$95.00</b>
<b>Warehousing Services - Warehouse Labor</b>	<b>\$32.00</b>
<b>Warehousing Services - Administrative</b>	<b>\$60.00</b>
<b>Custom Fabricated Furniture Services (Regular Hours)</b>	<b>\$65.00</b>
<b>Custom Fabricated Furniture Services (After Hours)</b>	<b>\$95.00</b>
<b>Clean - Minimum Service Fee</b>	<b>\$225.00</b>
<b>Clean - Trip Charge (Local)</b>	<b>\$80.00</b>
<b>Clean - Vacuum &amp; Clean Workstations (Less than 67"H)</b>	<b>\$80.00 / Per Stations</b>
<b>Clean - Vacuum &amp; Clean Workstations (Greater than 67"H)</b>	<b>\$90.00 / Per Stations</b>
<b>Clean - Vacuum &amp; Clean Panel per Side (Less than 67"H)</b>	<b>\$4.50 / Per Unit</b>
<b>Clean - Vacuum &amp; Clean Panel per Side (Greater than 67"H)</b>	<b>\$6.50 / Per Unit</b>
<b>Clean - Vacuum &amp; Clean Components</b>	<b>\$5.00 / Per Unit</b>
<b>Clean - Vacuum &amp; Clean Task Chairs</b>	<b>\$9.00 / Per Unit</b>
<b>Clean - Vacuum &amp; Clean Side Chairs</b>	<b>\$6.00 / Per Unit</b>
<b>Clean - Vacuum &amp; Clean Bench</b>	<b>\$8.00 / Per Unit</b>
<b>Clean - Vacuum &amp; Clean Recliner</b>	<b>\$14.00 / Per Unit</b>
<b>Clean - Vacuum &amp; Clean Lounge Chairs</b>	<b>\$15.00 / Per Unit</b>
<b>Clean - Vacuum &amp; Clean 2 Seat Sofa</b>	<b>\$15.00 / Per Unit</b>
<b>Clean - Vacuum &amp; Clean 3 Seat Sofa</b>	<b>\$30.00 / Per Unit</b>
<b>Minimum Delivery Fee</b>	<b>\$80.00</b>

Costs/Fees listed above shall include all overhead and profit. No billing will be accepted that shows any other costs than those listed in the pricing schedule. This includes, but is not limited to, travel, any out-of-pocket costs, meetings, secretarial, printing, delivery, rent, phone calls, postage, overnight mail service, surcharges, accounting, fuel charges, office supplies, etc.

You may submit a more detailed pricing schedule in lieu of the above as an attachment to this page, but the signature page (Section 10) must be completed, signed and included with your proposal.