Claridge Pricing Proposal - Product: NEW (4.2.2) There are NO ANSI/BIFMA Standards governing this product. Claridge is a BIFMA Member. Glass is Greenguard Certified. Attachment in Folder. % Discount Off Freight Included (Y/N) Warranty Term (Years) Minimum Trip Charge Manufacturer Dollar Threshold Category 40% Ancillary Items Claridge \$1 - \$50,000 \$50,001 - \$250,000 40% Lifetime No N/A \$250.000 + Negotiable **ESI Pricing Proposal - Product: NEW** (4.2.2) ESI is a BIFMA Member. Most Products are Level Certieifed. List of Certificates Listed Attched in Folder. Category Manufacturer Dollar Threshold % Discount Off Freight Included (Y/N) Warranty Term (Years) Minimum Trip Charge Ergonomic Work Tools ESI \$1 - \$50,000 43% \$50,001 - \$250,000 43% Yes - Above \$250 Net | 15 Year - Per Attached N/A \$250.000 + Negotiable \$1 - \$50,000 43% **Ergonomic Ancillary Products** ESI \$50,001 - \$250,000 43% Yes - Above \$250 Net 15 Year - Per Attached N/A \$250,000 + Negotiable \$1 - \$50,000 43% Ancillary Items ESI \$50,001 - \$250,000 43% Yes - Above \$250 Net | 15 Year - Per Attached N/A \$250,000 + Negotiable Fomcore Pricing Proposal - Product: NEW (4.2.2) No ANSI-BIFMA Criteria for this Solid Foam Construction. Fomcore is a BIFMA Member. Manufacturer Dollar Threshold % Discount Off Freight Included (Y/N) Warranty Term (Years) Minimum Trip Charge Category **Guest Seating** Fomcore \$1 - \$50,000 49% \$50,001 - \$250,000 49% Yes - Over \$2500 Net Lifetime - Per Attached N/A \$250,000 + Negotiable OCI_Sitwell Pricing Proposal - Product: NEW (4.2.2) All chairs meet ANSI-BIFMA X5.1-2002 certified by an independent laboratory. Category Manufacturer Dollar Threshold % Discount Off Freight Included (Y/N) Warranty Term (Years) Minimum Trip Charge **Ergonomic Seating and Stools** OCI Sitwell \$1 - \$50,000 \$50,001 - \$250,000 55% 10 Year - Per Attached No N/A \$250,000 + Negotiable **Guest Seating** OCI_Sitwell \$1 - \$50,000 55% \$50,001 - \$250,000 55% No 10 Year - Per Attached N/A \$250,000 + Negotiable Conference Seating OCI Sitwell \$1 - \$50,000 55% \$50,001 - \$250,000 55% 10 Year - Per Attached N/A No \$250,000 + Negotiable Side Chairs and Stools OCI Sitwell \$1 - \$50,000 55% \$50,001 - \$250,000 55% 10 Year - Per Attached N/A No \$250,000 + Negotiable Stack Chairs OCI Sitwell \$1 - \$50,000 55% \$50,001 - \$250,000 55% Nο 10 Year - Per Attached N/A \$250,000 + Negotiable High Performance Task Seating OCI Sitwell \$1 - \$50,000 55% \$50,001 - \$250,000 55% 10 Year - Per Attached N/A Nο \$250,000 + Negotiable **Ancillary Items** OCI_Sitwell \$1 - \$50,000 55% \$50,001 - \$250,000 10 Year - Per Attached 55% N/A No \$250,000 + Negotiable

Safco_Mayline Pricing Proposal - Product: NEW

(4.2.2) Products on GSA Schedule meet ANSI-BIFMA Requirements. Sacfo is a BIFMA Member. Manyproducts are Greengaurd Certified. Cedrtificates Attached Manufacturer Dollar Threshold % Discount Off Freight Included (Y/N) Warranty Term (Years) Minimum Trip Charge Category Laminate Casegoods Safco_Maylin \$1 - \$50,000 54% \$50,001 - \$250,000 54% Yes - Above \$1000 Net Lifetime - Per Attached N/A e \$250,000 + Negotiable Safco_Maylin \$1 - \$50,000 54% **Guest Seating** Yes - Above \$1000 Net Lifetime - Per Attached \$50,001 - \$250,000 54% N/A \$250,000 + Negotiable \$1 - \$50,000 54% Conference Seating Safco_Maylin \$50,001 - \$250,000 54% Yes - Above \$1000 Net Lifetime - Per Attached N/A \$250,000 + Negotiable Side Chairs and Stools Safco_Maylin \$1 - \$50,000 54% \$50,001 - \$250,000 54% Yes - Above \$1000 Net Lifetime - Per Attached N/A Negotiable \$250,000 + **Bookcases** Safco_Maylin \$1 - \$50,000 54% \$50,001 - \$250,000 54% Yes - Above \$1000 Net Lifetime - Per Attached N/A \$250,000 + Negotiable Storage Cabinets Safco_Maylin \$1 - \$50,000 54% \$50,001 - \$250,000 54% Yes - Above \$1000 Net Lifetime - Per Attached N/A e \$250,000 + Negotiable Conference Tables Safco_Maylin \$1 - \$50,000 54% 54% Yes - Above \$1000 Net Lifetime - Per Attached N/A \$50,001 - \$250,000 \$250,000 + Negotiable Classroom/Nesting Tables Safco Maylin \$1 - \$50,000 54% \$50,001 - \$250,000 54% Yes - Above \$1000 Net Lifetime - Per Attached N/A e \$250,000 + Negotiable Moderate Computer Support Tables Safco Maylin \$1 - \$50,000 54% Yes - Above \$1000 Net Lifetime - Per Attached \$50,001 - \$250,000 54% N/A \$250,000 + Negotiable **Ergonomic Work Tools** Safco_Maylin \$1 - \$50,000 54% Yes - Above \$1000 Net Lifetime - Per Attached \$50,001 - \$250,000 54% N/A \$250,000 + Negotiable \$1 - \$50,000 54% **Ancillary Items** Safco Maylin \$50,001 - \$250,000 54% Yes - Above \$1000 Net Lifetime - Per Attached N/A \$250,000 + Negotiable

Smith Systems Pricing Proposal - Product: NEW (4.2.2) Product Intended for Students. Entire Portfolio is Greenguard Certified.

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	Smith	\$1 - \$50,000	37%			
	Systems	\$50,001 - \$250,000	37%	No	12 Year - Per Attached	N/A
		\$250,000 +	Negotiable			
Side Chairs and Stools	Smith	\$1 - \$50,000	37%			
	Systems	\$50,001 - \$250,000	37%	No	12 Year - Per Attached	N/A
		\$250,000 +	Negotiable			
Stack Chairs	Smith	\$1 - \$50,000	37%			
	Systems	\$50,001 - \$250,000	37%	No	12 Year - Per Attached	N/A
		\$250,000 +	Negotiable			
Storage Cabinets	Smith	\$1 - \$50,000	37%			
	Systems	\$50,001 - \$250,000	37%	No	12 Year - Per Attached	N/A
		\$250,000 +	Negotiable			
Classroom/Nesting Tables	Smith	\$1 - \$50,000	37%			
	Systems	\$50,001 - \$250,000	37%	No	12 Year - Per Attached	N/A
		\$250,000 +	Negotiable			
Moderate Computer Support Tables	Smith	\$1 - \$50,000	37%			
	Systems	\$50,001 - \$250,000	37%	No	12 Year - Per Attached	N/A
		\$250,000 +	Negotiable			
Classroom Seating	Smith	\$1 - \$50,000	37%			
	Systems	\$50,001 - \$250,000	37%	No	12 Year - Per Attached	N/A
		\$250,000 +	Negotiable			

Trendway Pricing Proposal - Product: NEW (4.2.2) Trendway is BIFMA Level Certified.

(4.2.2) Trendway is BIFMA Level Certified.								
Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge		
Desking Systems	Trendway	\$1 - \$50,000	42%					
		\$50,001 - \$250,000	42%	Yes	10 Year - Per Attached	N/A		
		\$250,000 +	Negotiable					
Panel Wrapped Systems	Trendway	\$1 - \$50,000	42%					
		\$50,001 - \$250,000	42%	Yes	10 Year - Per Attached	N/A		
		\$250,000 +	Negotiable					
Laminate Casegoods	Trendway	\$1 - \$50,000	42%					
		\$50,001 - \$250,000	42%	Yes	10 Year - Per Attached	N/A		
		\$250,000 +	Negotiable					
Ergonomic Seating and Stools	Trendway	\$1 - \$50,000	42%					
		\$50,001 - \$250,000	42%	Yes	10 Year - Per Attached	N/A		
		\$250,000 +	Negotiable					
Guest Seating	Trendway	\$1 - \$50,000	42%					
		\$50,001 - \$250,000	42%	Yes	10 Year - Per Attached	N/A		
		\$250,000 +	Negotiable					
Conference Seating	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A		
		\$50,001 - \$250,000	42%					
		\$250,000 +	Negotiable	1				
Side Chairs and Stools	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A		
		\$50,001 - \$250,000	42%					
		\$250,000 +	Negotiable					
Bookcases	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A		
		\$50,001 - \$250,000	42%					
		\$250,000 +	Negotiable					
Storage Cabinets	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A		
		\$50,001 - \$250,000	42%					
		\$250,000 +	Negotiable					
Conference Tables	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A		
		\$50,001 - \$250,000	42%					
		\$250,000 +	Negotiable					
Ergonomic Work Tools	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A		
		\$50,001 - \$250,000	42%					
		\$250,000 +	Negotiable					
Ergonomic Ancillary Products	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A		
		\$50,001 - \$250,000	42%					
		\$250,000 +	Negotiable					
Ancillary Items	Trendway	\$1 - \$50,000	42%	_				
		\$50,001 - \$250,000	42%	Yes	10 Year - Per Attached	N/A		
		\$250,000 +	Negotiable					
Classroom Seating	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A		
		\$50,001 - \$250,000	42%					
		\$250,000 +	Negotiable					
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VS Pricing Proposal - Product: NEW

(4.2.2) Product is Mostly Intended for Student Use. Meets BIFMA Level, Greenguard, and European DIN Standards.

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Guest Seating	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Conference Seating	VS	\$1 - \$50,000	13%	Yes - Above \$35,000		N/A
		\$50,001 - \$250,000	13%		10 Years- Per Attached	
		\$250,000 +	Negotiable	Net		
Side Chairs and Stools	VS	\$1 - \$50,000	13%	V Al 625 000	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%	Yes - Above \$35,000		
		\$250,000 +	Negotiable	Net		
Stack Chairs	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Bookcases	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Storage Cabinets	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Classroom/Nesting Tables	VS	\$1 - \$50,000	13%	Yes - Above \$35,000	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable	Net		
Moderate Computer Support Tables	s VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Ancillary Items	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Classroom Seating	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			

Wisconsin Bench Pricing Proposal - Product: NEW

(4.2.2) Product Intended for Student Use.

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Laminate Casegoods	Visconsin Bend	\$1 - \$50,000	55%		12 Years - Per	
		\$50,001 - \$250,000	55%	No	Attached	N/A
		\$250,000 +	Negotiable		Attacheu	
Side Chairs and Stools	Visconsin Benc	\$1 - \$50,000	55%	No	12 Years - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
Bookcases	Visconsin Benc	\$1 - \$50,000	55%	No	12 Years - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
Storage Cabinets	Visconsin Benc	\$1 - \$50,000	55%		12 Years - Per	
		\$50,001 - \$250,000	55%	No	Attached	N/A
		\$250,000 +	Negotiable		Attacheu	
Moderate Computer Support Tables	sVisconsin Benc	\$1 - \$50,000	55%	No	12 Years - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
Ancillary Items	Visconsin Benc	\$1 - \$50,000	55%	No	12 Years - Per Attached	
		\$50,001 - \$250,000	55%			N/A
		\$250,000 +	Negotiable			