

## Section Seven: PRICING SCHEDULE

Rev 090817

**Pricing Proposal**

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	VARI Sales Corporation	\$1 - \$50,000	10%	Y	5 Years	10% of order total
		\$50,001 - \$250,000	10%			
		\$250,000 +	Negotiable			
Panel Wrapped Systems		\$1 - \$50,000				
		\$50,001 - \$250,000				
		\$250,000 +	Negotiable			
Wood Casegoods		\$1 - \$50,000				
		\$50,001 - \$250,000				
		\$250,000 +	Negotiable			
Laminate Casegoods		\$1 - \$50,000				
		\$50,001 - \$250,000				
		\$250,000 +	Negotiable			
Ergonomic Seating and Stools	VARI Sales Corporation	\$1 - \$50,000	10%	Y	5 Years	10% of order total
		\$50,001 - \$250,000	10%			
		\$250,000 +	Negotiable			
Guest Seating	VARI Sales Corporation	\$1 - \$50,000	10%	Y	1 Year	10% of order total
		\$50,001 - \$250,000	10%			
		\$250,000 +	Negotiable			
Conference Seating	VARI Sales Corporation	\$1 - \$50,000	10%	Y	1 Year	10% of order total
		\$50,001 - \$250,000	10%			
		\$250,000 +	Negotiable			
Side Chairs and Stools	VARI Sales Corporation	\$1 - \$50,000	10%	Y	1 Year	10% of order total
		\$50,001 - \$250,000	10%			
		\$250,000 +	Negotiable			
Stack Chairs	VARI Sales Corporation	\$1 - \$50,000	10%	Y	1 Year	10% of order total
		\$50,001 - \$250,000	10%			
		\$250,000 +	Negotiable			
		\$1 - \$50,000	10%			

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High Performance Task Chairs (24/7 seating)	VARI Sales Corporation	\$50,001 - \$250,000	10%	Y	5 Years	10% of order total
		\$250,000 +	Negotiable			
Bookcases		\$1 - \$50,000				
		\$50,001 - \$250,000				
		\$250,000 +	Negotiable			
Storage Cabinets		\$1 - \$50,000				
		\$50,001 - \$250,000				
		\$250,000 +	Negotiable			
Conference Tables		\$1 - \$50,000				
		\$50,001 - \$250,000				
		\$250,000 +	Negotiable			
Classroom/ Nesting Tables		\$1 - \$50,000				
		\$50,001 - \$250,000				
		\$250,000 +	Negotiable			
Moderate Computer Support Tables		\$1 - \$50,000				
		\$50,001 - \$250,000				
		\$250,000 +	Negotiable			
Ergonomic Work Tools		\$1 - \$50,000				
		\$50,001 - \$250,000				
		\$250,000 +	Negotiable			
Ergonomic Ancillary Products	VARI Sales Corporation	\$1 - \$50,000	10%	Y	See warranty page attached	10% of order total
		\$50,001 - \$250,000	10%			
		\$250,000 +	Negotiable			
Ancillary Items	VARI Sales Corporation	\$1 - \$50,000	10%	Y	See warranty page attached	10% of order total
		\$50,001 - \$250,000	10%			
		\$250,000 +	Negotiable			
Demountable Wall Systems	VARI Sales Corporation	\$1 - \$50,000	N/A	Y	10 Years	10% of order total
		\$50,001 - \$250,000	N/A			
		\$250,000 +	Negotiable			
Classroom Seating		\$1 - \$50,000				
		\$50,001 - \$250,000				

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	\$250,000 +	Negotiable			
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<b>Labor Rates for Services</b>	<b>Hourly Rate</b>
Design Services (Includes drawings and revisions) (Regular Hours)	\$ \$0.00
Installation Services (Regular Hours)	\$ See Attachment
Installation Services (After Hours)	\$ See Attachment
Disassembly/Relocation/Reconfiguration Services (Reg Hours)	\$ Not available
Project Management (Regular Hours)	\$ \$0.00
Project Management (After Hours)	\$ \$0.00
Disassembly/Relocation/Reconfiguration Services (After Hours)	\$ Not available
Repair Services (Regular Hours)	\$ Not available
Repair Services (After Hours)	\$ Not available
Reupholstering Services (Regular Hours)	\$ Not available
Reupholstering Services (After Hours)	\$ Not available
Refurbishing Services (Regular Hours)	\$ Not available
Refurbishing Services (After Hours)	\$ Not available
Warehousing Services	\$ Not available
Custom Fabricated Furniture Services (Regular Hours)	\$ Not available
Custom Fabricated Furniture Services (After Hours)	\$ Not available
<b>Minimum Delivery Fee</b>	10% of order total
	XXhr Yhr min.

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.**