



Pricing Proposal

Proposer: **Versia Storage Systems**
 Manufacturer: **IOPC**
 Date of Applicable Price List: **June 2020**

Category	Combined List Per Order	Discount Off List	Install/Delivery % of List	Freight (if applicable)	Design % of List	Minimum Trip Charge per Man-Hour
Laminate Casegoods	\$1 - \$50,000 \$50,001 - \$250,000 \$250,001 plus	40% 43% Negotiable	20% 20%	FOB Shipping point FOB Shipping point	Included Included	\$185.00 \$185.00
Storage Cabinets	\$1 - \$50,000 \$50,001 - \$250,000 \$250,001 plus	40% 43% Negotiable	20% 20%	FOB Shipping point FOB Shipping point	Included Included	\$185.00 \$185.00
Moderate Computer Support Tables	\$1 - \$50,000 \$50,001 - \$250,000 \$250,001 plus	40% 43% Negotiable	20% 20%	FOB Shipping point FOB Shipping point	Included Included	\$185.00 \$185.00
Ergonomic Work Tools	\$1 - \$50,000 \$50,001 - \$250,000 \$250,001 plus	30% 33% Negotiable	20% 20%	FOB Shipping point FOB Shipping point	Included Included	\$185.00 \$185.00
Other	\$1 - \$50,000 \$50,001 - \$250,000 \$250,001 plus	40% 43% Negotiable	20% 20%	FOB Shipping point FOB Shipping point	Included Included	\$185.00 \$185.00

Labor Rates for Services

Hourly Rate	
Lead Installer	\$125.00
Installer	\$60.00
Laborer	N/A
Project Manager	\$125.00
Service Technician	\$125.00

10645 N. Tatum Blvd.
 Ste 200-683
 Phoenix, AZ 85028
 Ph 602.279.3993
www.versiastorage.com

Section Seven: PRICING SCHEDULE

Rev 090817

	\$250,000 +	Negotiable		
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Labor Rates for Services	Hourly Rate
Design Services (Includes drawings and revisions) (Regular Hours)	\$
Installation Services (Regular Hours)	\$
Installation Services (After Hours)	\$
Disassembly/Relocation/Reconfiguration Services (Reg Hours)	\$
Project Management (Regular Hours)	\$
Project Management (After Hours)	\$
Disassembly/Relocation/Reconfiguration Services (After Hours)	\$
Repair Services (Regular Hours)	\$
Repair Services (After Hours)	\$
Reupholstering Services (Regular Hours)	\$
Reupholstering Services (After Hours)	\$
Refurbishing Services (Regular Hours)	\$
Refurbishing Services (After Hours)	\$
Warehousing Services	\$
Custom Fabricated Furniture Services (Regular Hours)	\$
Custom Fabricated Furniture Services (After Hours)	\$
Minimum Delivery Fee	
	XXhr Yhr min.

SEE
EXCEL
attached

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.



versia
storage systems

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	\$250,001 plus	Negotiable				
Storage Cabinets	\$1 - \$50,000	40%	20%	FOB Shipping point	Included	\$185.00
	\$50,001 - \$250,000	43%	20%	FOB Shipping point	Included	\$185.00
	\$250,001 plus	Negotiable				
Moderate Computer Support Tables	\$1 - \$50,000			FOB Shipping point		
	\$50,001 - \$250,000	40%	20%		Included	\$185.00
	\$250,001 plus	43%	20%	FOB Shipping point	Included	\$185.00
Ergonomic Work Tools	\$1 - \$50,000	30%	20%	FOB Shipping point	Included	\$185.00
	\$50,001 - \$250,000	33%	20%	FOB Shipping point	Included	\$185.00
	\$250,001 plus	Negotiable				
Other Mailrooms, Labs	\$1 - \$50,000	40%	20%	FOB Shipping point	Included	\$185.00
	\$50,001 - \$250,000	43%	20%	FOB Shipping point	Included	\$185.00
	\$250,001 plus	Negotiable				

Labor Rates for Services	Hourly Rate
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