Cotogony	Monufocturer		% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Category	Manufacturer Virco	Dollar Threshold		Y	10	NA
Desking Systems	VIICO	\$1 - \$50,000 \$50,001 - \$250,000	64.50% 72%	ľ	10	NA
		\$250,000 +	Negotiable			
Wood Casegoods	Virco	\$1 - \$50,000	64.50%	Y	10	NA
C C		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Laminate	Virco	\$1 - \$50,000	64.50%	Y	10	NA
Casegoods		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Ergonomic Seating	Virco	\$1 - \$50,000	64.50%	Y	10	NA
and Stools		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable	1		
Guest Seating	Virco	\$1 - \$50,000	64.50%	Y	10	NA
		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Conference	Virco	\$1 - \$50,000	64.50%	Y	10	NA
Seating		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Side Chairs and	Virco	\$1 - \$50,000	64.50%	Y	10	NA
Stools		\$50,001 - \$250,000	72%	1		
		\$250,000 +	Negotiable			
Stack Chairs	Virco	\$1 - \$50,000	64.50%	Y	10	NA
		\$50,001 - \$250,000	72%	1		
		\$250,000 +	Negotiable	1		
High Performance	Virco	\$1 - \$50,000	64.50%	Y	10	NA
Task Chairs (24/7 seating)		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable	]		
Bookcases	Virco	\$1 - \$50,000 \$50,001 - \$250,000	64.50% 72%	Y	10	NA

		\$250,000 +	Negotiable	7		
Storage	Virco	\$1 - \$50,000	64.50%	Y	10	NA
Cabinets		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Conference	Virco	\$1 - \$50,000	64.50%	Y	10	NA
Tables		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable	_		
Classroom/ Nesting	Virco	\$1 - \$50,000	64.50%	Y	10	NA
Tables		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Moderate Computer	Virco	\$1 - \$50,000	64.50%	Y	10	NA
Support Tables		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Ergonomic Work	Virco	\$1 - \$50,000	64.50%	Y	10	NA
Tools		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Ergonomic	Virco	\$1 - \$50,000	64.50%	Y	10	NA
Ancillary Products		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Ancillary Items	Virco	\$1 - \$50,000	64.50%	Y	10	NA
		\$50,001 - \$250,000	72%	1		
		\$250,000 +	Negotiable			
Classroom Seating	Virco	\$1 - \$50,000	64.50%	Y	10	NA
		\$50,001 - \$250,000	72%	1		
		\$250,000 +	Negotiable			

Labor Rates for Services	Rate
Design Services (Includes drawings and revisions) (Regular Hours)	Included
Installation Services (Regular Hours)	50\$/Hour
Installation Services (After Hours)	by quote only
Disassembly/Relocation/Reconfiguration Services (Reg Hours)	by quote only
Project Management (Regular Hours)	Included
Project Management (After Hours)	Included
Disassembly/Relocation/Reconfiguration Services (After Hours)	by quote only
Repair Services (Regular Hours)	50\$/hour (not under warranty)
Repair Services (After Hours)	by special quote only
Reupholstering Services (Regular Hours)	NO BID
Reupholstering Services (After Hours)	NO BID
Refurbishing Services (Regular Hours)	NO BID
Refurbishing Services (After Hours)	NO BID
Warehousing Services	Included (prior to shipment)
Custom Fabricated Furniture Services (Regular Hours)	Customized products available by quote, no charge for design of new products
Custom Fabricated Furniture Services (After Hours)	Customized products available by quote, no charge for design of new products
Minimum Delivery Fee	NA
Costs/Fees listed above shall include all overhead and profit. No billing will be a than those listed in the pricing schedule. This includes, but is not limited to, trav meetings, secretarial, printing, delivery, rent, phone calls, postage, overnight ma service, surcharges, accounting, fuel charges, office supplies, etc.	el, any out- of-pocket costs,

MARICOPA COUNTY COMMUNITY COLLEGE DISTRICT								
REQUEST FOR PROPOSAL #3383-6								
-	Percentage Discount by Dollar Volume from Virco Furniture & Equipment Price List							
Delivered Inside Delivered & Tailgate Delivery Installed								
\$0 to \$1,000	64.5%	57.4%	17.6%					
\$1,001 to \$4,000	65.5%	62.1%	57.0%					
\$4,001 to \$15,000	70.1%	67.1%	63.0%					
\$15,001 to \$40,000	71.0%	69.2%	65.0%					
\$40,001 to \$100,000	72.0%	68.0%	66.0%					
\$100,000+	73.1%	71.1%	68.0%					

Category	Manufacturer	<u>Pricing Pr</u> Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term	Minimum Trip Charge	
Art & Lab	Diversified	\$1 - \$50,000	35.10%	Y	https://www.div	NA	
Furniture		\$50,001 - \$250,000	43.30%		ersifiedwoodcra fts.com/purchas e/warranty/		
		\$250,000 +	Negotiable		<u>e/warranty/</u>		
Wood Casegoods	Diversified	\$1 - \$50,000	35.10%	Y	https://www.div	NA	
		\$50,001 - \$250,000	43.30%		ersifiedwoodcra fts.com/purchas		
		\$250,000 +	Negotiable		<u>e/warranty/</u>		
Storage	Diversified	\$1 - \$50,000	35.10%	Y	https://www.div	NA	
Cabinets		\$50,001 - \$250,000	43.30%		ersifiedwoodcra fts.com/purchas		
		\$250,000 +	Negotiable		<u>e/warranty/</u>		
Moderate	Diversified	\$1 - \$50,000	35.10%	Y	https://www.div	NA	
Computer Support Tables		\$50,001 - \$250,000	43.30%		ersifiedwoodcra fts.com/purchas e/warranty/		
		\$250,000 +	Negotiable		<u>e/warranty/</u>		
Ancillary Items	Diversified	\$1 - \$50,000	35.10%	Y	https://www.div	NA	
		\$50,001 - \$250,000	43.30%		ersifiedwoodcra fts.com/purchas e/warranty/		
		\$250,000 +	Negotiable		<u>c/warranty/</u>		
	Labor R	ates for Services			Rate	9	
Design Services (In	cludes drawings a	nd revisions) (Regula	r Hours)		Included		
Installation Services	(Regular Hours)				50\$/Hour		
Installation Services	(After Hours)				by quote	e only	
Disassembly/Reloca	ation/Reconfigurat	ion Services (Reg Hoι	urs)		by quote only		
Project Managemer					Included		
Project Managemer					Included		
•		ion Services (After Ho	urs)		by quote only		
Repair Services (Re				5	50\$/hour (not under warranty		
Repair Services (Af					by special quote only		
Reupholstering Serv	( <b>B</b>	,			NO BID		
Reupholstering Serv	•				NO BID		
Refurbishing Services (Regular Hours)					NO B		
Refurbishing Services (After Hours)					NO B		
Warehousing Services Custom Fabricated Furniture Services (Regular Hours)					Included (prior	-	
					ustomized prod		
Custom Fabricated					ustomized prod	ucis availat	
	Minimu	ım Delivery Fee			NA		

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.

MARICOPA COUNTY COMMUNITY COLLEGE DISTRICT								
REQUEST F	OR PROPC	<b>)SAL #338</b>	3-6					
Percentage Dis Div	scount by Dol rersified Price		om					
Delivered Inside Delivered & Tailgate Delivery Installed								
\$0 to \$1,000	35.1%	22.1%	2.6%					
\$1,001 to \$4,000	35.1%	28.6%	18.9%					
\$4,001 to \$15,000	39.2%	36.2%	27.0%					
\$15,001 to \$40,000	39.2%	36.2%	27.0%					
\$40,001 to \$100,000	43.3%	40.5%	32.0%					
\$100,000+	43.3%	41.7%	34.9%					

Pricing	Proposal

			% Discount	Freight	Warranty	Minimum
			Off	Included (Y/N)	Term	Trip Charge
Category	Manufacturer	Dollar Threshold		· ,		•
Ergonomic Seating	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erg	NA
and Stools		\$50,001 -	32%		<u>international.co</u> m/downloads/E	
		\$250,000	3270		RG Product W	
		\$250,000 +	Negotiable		arranty Info 20	
Guest Seating	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erg	NA
		\$50,001 -		1	international.co	
		\$250,000	32%		m/downloads/E	
		\$250,000 +	Negotiable	-	RG_Product_W arranty Info 20	
Conference	ERG INTL	\$1 - \$50,000	9.40%	Y		NA
Seating		\$50,001 -	5.1070	-	international.co	
		\$250,000	32%		m/downloads/E	
		\$250,000 +	Negotiable	4	RG_Product_W	
Side Chairs and	ERG INTL	\$1 - \$50,000		Y	arranty Info 20 https://www.erg	NA
Stools		\$50,001 -	9.40%	-	international.co	1174
		\$250,000	32%		m/downloads/E	
		· ·	NI	-	<u>RG_Product_W</u>	
		\$250,000 +	Negotiable	37	arranty Info 20	27.4
Stack Chairs	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erg international.co	NA
		\$50,001 -	32%		m/downloads/E	
		\$250,000			RG Product W	
		\$250,000 +	Negotiable		arranty Info 20	
0	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erg	NA
Task Chairs (24/7		\$50,001 -	32%		international.co m/downloads/E	
seating)		\$250,000	3270		RG Product W	
		\$250,000 +	Negotiable		arranty Info 20	
Conference	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erg	NA
Tables		\$50,001 -	32%		international.co m/downloads/E	
		\$250,000	3270		RG Product W	
		\$250,000 +	Negotiable		arranty Info 20	
Classroom/ Nesting	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erg	NA
Tables		\$50,001 -			international.co	
		\$250,000	32%		m/downloads/E	
		\$250,000 +	Negotiable	1	RG_Product_W arranty Info 20	
Moderate Computer	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erg	NA
Support Tables		\$50,001 -		1	international.co	
		\$250,000	32%		m/downloads/E	
		\$250,000 +	Negotiable	1	<u>RG_Product_W</u>	
Ergonomic Work	ERG INTL	\$1 - \$50,000	9.40%	Y	arranty Info 20 https://www.erg	NA
Tools		\$50,001 -	9.4070	-	international.co	
		\$250,000	32%		m/downloads/E	
	l	Ψ200,000		_	RG Product W	

		\$250,000 +	Negotiable		arranty Info 20		
Ergonomic	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erg NA		
Ancillary Products		\$50,001 -			international.co		
		\$250,000	32%		<u>m/downloads/E</u> RG Product W		
		\$250,000 +	Negotiable		arranty Info 20		
Ancillary Items	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erg NA		
		\$50,001 -	32%		international.co		
		\$250,000	32%0		<u>m/downloads/E</u> RG Product W		
		\$250,000 +	Negotiable		arranty Info 20		
Classroom Seating	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erg NA		
		\$50,001 -	32%		<u>international.co</u> m/downloads/E		
		\$250,000			RG Product W		
		\$250,000 +	Negotiable		arranty Info 20		
	Labor	Rates for Services			Hourly Rate		
Design Services (Ind	cludes drawings	and revisions)(Regu	lar Hours)		Included		
Installation Services		)			50\$/Hour		
Installation Services	(After Hours)				by quote only		
Disassembly/Reloca	tion/Reconfigura	ation Services (Reg Ho	ours)		by quote only		
Project Managemen	t (Regular Hours	5)			Included		
Project Managemen	t (After Hours)				Included		
Disassembly/Reloca	tion/Reconfigura	ation Services (After H	lours)		by quote only		
Repair Services (Re	gular Hours)				50\$/hour (not under warranty)		
Repair Services (Aft	er Hours)				by special quote only		
Reupholstering Serv	rices (Regular H	ours)			NO BID		
Reupholstering Serv	rices (After Hour	s)			NO BID		
Refurbishing Service	es (Regular Hou	rs)			NO BID		
Refurbishing Service	es (After Hours)				NO BID		
Warehousing Servic	es				Included (prior to shipment)		
Custom Fabricated I	Furniture Service	es (Regular Hours)			Customized products available		
					by quote, no charge for design		
Custom Fabricated I	Surpituro Sorvio	os (Aftor Houre)			of new products Customized products available		
Custom Fabricateu i		es (Aller Hours)			by quote, no charge for design		
					of new products		
	Minin	num Delivery Fee			NA		
					INA		
Costs/Fees listed ab	ove shall include	e all overhead and pro	ofit. No billing will	be accep	ted that shows any other costs		
		-	•		ny out- of-pocket costs,		
meetings, secretaria	l, printing, delive	ery, rent, phone calls, p	postage, overnigh	t mail			
•		I charges, office suppl					

MARICOPA COUNTY COMMUNITY COLLEGE DISTRICT								
REQUEST F	OR PROPC	<b>DSAL #338</b>	3-6					
Percentage Discount by Dollar Volume from ERG INTL Price List								
Delivered Inside Delivered & Tailgate Delivery Installed								
\$0 to \$1,000	9.4%	-8.8%	-36.0%					
\$1,001 to \$4,000	9.4%	2.0%	-13.3%					
\$4,001 to \$15,000	14.5%	9.4%	-3.0%					
\$15,001 to \$40,000	18.6%	14.6%	2.3%					
\$40,001 to \$100,000	29.0%	25.4%	14.7%					
\$100,000+	32.0%	30.0%	22.0%					

			% Discount Off	Freight Included	Warranty Term	Minimum Trip
Category	Manufacturer	Dollar Threshold		(Y/N)		Charge
Desking Systems	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.gree	NA
		\$50,001 - \$250,000	-42.10%		nemfg.com/wp/ warranty- information/	
		\$250,000 +	Negotiable		<u>Information/</u>	
Wood Casegoods	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.gree	NA
		\$50,001 - \$250,000	-42.10%		nemfg.com/wp/ warranty- information/	
		\$250,000 +	Negotiable		Information/	
Laminate	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.gree	NA
Casegoods		\$50,001 - \$250,000	-42.10%		nemfg.com/wp/ warranty- information/	
		\$250,000 +	Negotiable		<u>Information/</u>	
Ergonomic Seating	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.gree	NA
and Stools		\$50,001 - \$250,000	-42.10%	-	nemfg.com/wp/ warranty- information/	
		\$250,000 +	Negotiable		<u>Information/</u>	
Moderate Computer Support Tables	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.gree	NA
		\$50,001 - \$250,000	-42.10%		<u>nemfg.com/wp/</u> <u>warranty-</u> information/	
		\$250,000 +	Negotiable		<u>Information/</u>	
Ergonomic Work	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.gree	NA
Tools		\$50,001 - \$250,000	-42.10%		<u>nemfg.com/wp/</u> <u>warranty-</u> information/	
		\$250,000 +	Negotiable		Information/	
Ergonomic	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.gree	NA
Ancillary Products		\$50,001 - \$250,000	-42.10%		nemfg.com/wp/ warranty- information/	
		\$250,000 +	Negotiable		momuton	
Ancillary Items	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.gree	NA
		\$50,001 - \$250,000	-42.10%		nemfg.com/wp/ warranty- information/	
		\$250,000 +	Negotiable	1	miormation/	
	Labor R	ates for Services		·	Rate	9
Design Services (Ind	cludes drawings a	nd revisions)(Regular	Hours)		Inclue	ded
Installation Services	(Regular Hours)				50\$/H	our
Installation Services	(After Hours)				by quote	only
Disassembly/Reloca	ition/Reconfigurat	ion Services (Reg Hour	rs)		by quote	only

Project Management (Regular Hours)	Included
Project Management (After Hours)	Included
Disassembly/Relocation/Reconfiguration Services (After Hours)	by quote only
Repair Services (Regular Hours)	50\$/hour (not under warranty)
Repair Services (After Hours)	by special quote only
Reupholstering Services (Regular Hours)	NO BID
Reupholstering Services (After Hours)	NO BID
Refurbishing Services (Regular Hours)	NO BID
Refurbishing Services (After Hours)	NO BID
Warehousing Services	Included (prior to shipment)
Custom Fabricated Furniture Services (Regular Hours)	Customized products available
Custom Fabricated Furniture Services (After Hours)	Customized products available
	by quote, no charge for design
Minimum Delivery Fee	NA
Costs/Fees listed above shall include all overhead and profit. No billing will be ac	cepted that shows any other costs
You may submit a more detailed pricing schedule in lieu of the above as	s an attachment to this page,

MARICOPA COUNTY COMMUNITY COLLEGE DISTRICT						
REQUEST F	OR PROPC	<b>DSAL #338</b>	3-6			
Percentage Dis Gree	scount by Dol ene MFG Pric		om			
	Delivered Tailgate	Inside Delivery	Delivered & Installed			
\$0 to \$1,000	-60.7%	-92.6%	-244.0%			
\$1,001 to \$4,000	-60.7%	-76.7%	-100.8%			
\$4,001 to \$15,000	-51.4%	-59.0%	-81.7%			
\$15,001 to \$40,000	-51.4%	-49.2%	-81.7%			
\$40,001 to \$100,000	-42.1%	-46.6%	-70.5%			
\$100,000+	-42.1%	-46.6%	-63.4%			

Pricin	a Pro	posal

			% Discount Off	Freight Included	Warranty Term	Minimum Trip
Category	Manufacturer	Dollar Threshold		(Y/N)		Charge
Desking	HPFI	\$1 - \$50,000	42.30%	Y		NA
Systems		\$50,001 -			i.com/download	
		\$250,000	50.50%		s_pricelists/HPF	
		\$250,000 +	Negotiable	1	<u>i 2020 Price B</u> ook Warranty.p	
Panel Wrapped	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpf	NA
Systems		\$50,001 -	12.5070	-	i.com/download	
·		\$250,000	50.50%		s_pricelists/HPF	
		\$250,000 +	Negotiable	-	<u>i 2020 Price B</u>	
Wood Casegoods	HPFI	\$1 - \$50,000	42.30%	Y	ook Warranty.p https://www.hpf	NA
Hood Gabogoodo		\$50,001 -	42.50%		i.com/download	
		\$250,000	50.50%		s_pricelists/HPF	
		\$250,000 +	Negotiable	-	i_2020_Price_B	
Laminate	HPFI	\$1 - \$50,000		Y	ook Warranty.p https://www.hpf	NΛ
Casegoods	1161.1	,	42.30%		i.com/download	
Caseguous		\$50,001 - \$250,000	50.50%		s pricelists/HPF	
				-	i 2020 Price B	
		\$250,000 +	Negotiable		ook Warranty.p	
Ergonomic Seating	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpf	NA
and Stools		\$50,001 -	50.50%		i.com/download s pricelists/HPF	
		\$250,000			i 2020 Price B	
		\$250,000 +	Negotiable		ook Warranty.p	
Guest Seating	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpf	NA
		\$50,001 -	50.50%		i.com/download s pricelists/HPF	
		\$250,000	30.30%		<u>s pricelists/HPF</u> i 2020 Price B	
		\$250,000 +	Negotiable		ook Warranty.p	
Conference	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpf	NA
Seating		\$50,001 -		1	i.com/download	
		\$250,000	50.50%		<u>s_pricelists/HPF</u> i_2020_Price_P	
		\$250,000 +	Negotiable	1	<u>i_2020_Price_B</u> ook_Warranty.p	
Side Chairs and	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpf	NA
Stools		\$50,001 -		1	i.com/download	
		\$250,000	50.50%		s_pricelists/HPF	
		\$250,000 +	Negotiable	1	<u>i 2020 Price B</u> ook Warranty.p	
Stack Chairs	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpf	NA
		\$50,001 -	+2.3070	1	i.com/download	
		\$250,000	50.50%		s_pricelists/HPF	
		\$250,000 +	Negotiable	-	i 2020 Price B	
High Performance	HPFI	\$1 - \$50,000		Y	ook Warranty.p https://www.hpf	NΛ
Task Chairs (24/7	111 1.1	\$1 - \$50,000 \$50,001 -	42.30%		i.com/download	1 1 1 2 1
seating)		\$250,000	50.50%		s pricelists/HPF	
seating/		Ψ200,000			i 2020 Price R	l

	1	\$250,000 +	Negotiable	7	ook Warranty n	
Bookcases	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpf NA	
		\$50,001 -			i.com/download	
		\$250,000	50.50%		s_pricelists/HPF	
		\$250,000 +	Negotiable		<u>i_2020_Price_B</u> ook_Warranty.p	
Storage	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpf NA	
Cabinets		\$50,001 -			i.com/download	
		\$250,000	50.50%		<u>s_pricelists/HPF</u> i 2020 Price B	
		\$250,000 +	Negotiable		ook Warranty.p	
Conference	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpf NA	
Tables		\$50,001 -	50.50%		i.com/download s_pricelists/HPF	
		\$250,000			i 2020 Price B	
		\$250,000 +	Negotiable		ook Warranty.p	
	Labor	Rates for Services			Rate	
Design Services (Ir	ncludes drawings	and revisions) (Regul	lar Hours)		Included	
Installation Service	s (Regular Hours	)			50\$/Hour	
Installation Service	s (After Hours)				by quote only	
Disassembly/Reloc	ation/Reconfigura	ation Services (Reg Ho	ours)		by quote only	
Project Manageme	nt (Regular Hour	s)			Included	
Project Manageme	nt (After Hours)				Included	
Disassembly/Reloc	ation/Reconfigura	ation Services (After H	ours)		by quote only	
Repair Services (R	egular Hours)				50\$/hour (not under warranty)	
Repair Services (At	fter Hours)				by special quote only	
Reupholstering Ser	vices (Regular H	ours)			NO BID	
Reupholstering Ser	vices (After Hour	rs)			NO BID	
Refurbishing Servic	ces (Regular Hou	rs)			NO BID	
Refurbishing Servic	ces (After Hours)				NO BID	
Warehousing Servi	ces				Included (prior to shipment)	
Custom Fabricated	Furniture Service	es (Regular Hours)			Customized products available	
					by quote, no charge for desig	
Quotom Cohrister		oo (Aftor Hours)			of new products	
Custom Fabricated	Furniture Service	es (After Hours)			Customized products availab by quote, no charge for desig	
					of new products	
	Minir	num Delivery Fee			N A	
		-			NA	
Costs/Fees listed a	bove shall includ	e all overhead and pro	fit. No billina will	be accept	I ted that shows any other costs	
		•	•	•	y out- of-pocket costs,	
•	•	ery, rent, phone calls, p	• •	t mail		
Iservice surcharges	s. accounting. fue	l charges, office suppli	ies, etc.			

MARICOPA COUNTY COMMUNITY COLLEGE DISTRICT						
REQUEST F						
Percentage Dis	scount by Dol HPFI Price Li		om			
	Delivered Tailgate	Inside Delivery	Delivered & Installed			
\$0 to \$1,000	42.3%	30.7%	13.4%			
\$1,001 to \$4,000	42.3%	36.5%	27.9%			
\$4,001 to \$15,000	46.4%	43.7%	35.7%			
\$15,001 to \$40,000	46.4%	43.7%	35.7%			
\$40,001 to \$100,000	50.5%	48.0%	40.6%			
\$100,000+	50.5%	49.1%	43.1%			

		Pricing Pr	% Discount	Freight	Warranty	Minimum
			Off	Included		Trip
Category	Manufacturer	Dollar Threshold	-	(Y/N)	-	Charge
	Plymold	\$1 - \$50,000	19.60%	Y	https://www.ply	NA
and Stools	5	\$50,001 -	19.0070	-	mold.com/resou	
		\$250,000	28.90%		rces/warrantyter	
		\$250,000 +	Negotiable	1	<u>msetc/</u>	
Guest Seating	Plymold	\$1 - \$50,000	19.60%	Y		NA
		\$50,001 -	20.000/	1	mold.com/resou	
		\$250,000	28.90%		<u>rces/warrantyter</u> msetc/	
		\$250,000 +	Negotiable		<u>msete/</u>	
Side Chairs and	Plymold	\$1 - \$50,000	19.60%	Y	https://www.ply	NA
Stools		\$50,001 -	20.000/		mold.com/resou	
		\$250,000	28.90%		<u>rces/warrantyter</u> msetc/	
		\$250,000 +	Negotiable		<u>msett/</u>	
Ancillary Items	Plymold	\$1 - \$50,000	19.60%	Y	https://www.ply	NA
		\$50,001 -	28.90%		mold.com/resou	
		\$250,000	28.90%		<u>rces/warrantyter</u> msetc/	
		\$250,000 +	Negotiable			
	Labor R	ates for Services			Rate	
Design Services (Ind	cludes drawings a	nd revisions)(Regular	Hours)		Inclue	ded
Installation Services	(Regular Hours)				50\$/H	our
Installation Services	(After Hours)				by quote	e only
Disassembly/Reloca	ition/Reconfigurati	on Services (Reg Hou	rs)		by quote only	
Project Managemen	t (Regular Hours)				Includ	led
Project Managemen	t (After Hours)				Includ	led
Disassembly/Reloca	ition/Reconfigurati	on Services (After Hou	rs)		by quote	e only
Repair Services (Re	gular Hours)				50\$/hour (not un	der warranty)
Repair Services (Aft	er Hours)				by special q	uote only
Reupholstering Serv	rices (Regular Hoι	ırs)			NO BID	
Reupholstering Serv	vices (After Hours)				NO B	ID
Refurbishing Service	es (Regular Hours	)			NO B	ID
Refurbishing Service	es (After Hours)				NO B	ID
Warehousing Servic	es				Included (prior	to shipment)
Custom Fabricated I	Furniture Services	(Regular Hours)			Customized prod	lucts available
					by quote, no cha	
		( <b>Aft</b>			of new pr	
Custom Fabricated Furniture Services (After Hours)				Customized prod by quote, no cha		
					of new pr	• •
				1		
	Minimu	Im Delivery Fee			<b></b>	
		-		L	NA	

Costs/Fees listed above shall include all overhead and profit. No billing will be accept than those listed in the pricing schedule. This includes, but is not limited to, travel, an meetings, secretarial, printing, delivery, rent, phone calls, postage, overnight mail service, surcharges, accounting, fuel charges, office supplies, etc.	•
	atta alema ant ta thila mana

MARICOPA COUNTY COMMUNITY COLLEGE DISTRICT						
REQUEST F	OR PROPC	<b>DSAL #338</b>	3-6			
Percentage Dis P	scount by Dol lymold Price I		om			
	Delivered Tailgate	Inside Delivery	Delivered & Installed			
\$0 to \$1,000	19.6%	3.5%	-20.5%			
\$1,001 to \$4,000	19.6%	11.6%	-0.4%			
\$4,001 to \$15,000	23.7%	19.9%	8.5%			
\$15,001 to \$40,000	23.7%	19.9%	8.5%			
\$40,001 to \$100,000	28.9%	25.4%	14.7%			
\$100,000+	28.9%	25.4%	18.3%			

		Pricing Provident	<u>oposal</u>			
			% Discount Off	Freight Included	Warranty Term	Minimum Trip
Category	Manufacturer	Dollar Threshold		(Y/N)		Charge
Ergonomic Seating	RFM Preferred	\$1 - \$50,000	33%	Y	http://rfmseating	NA
and Stools		\$50,001 - \$250,000	41.20%		<u>.com/support/wa</u> <u>rranty/</u>	
		\$250,000 +	Negotiable	1		
Guest Seating	RFM Preferred	\$1 - \$50,000	33%	Y	http://rfmseating	NA
		\$50,001 - \$250,000	41.20%		<u>.com/support/wa</u> <u>rranty/</u>	
		\$250,000 +	Negotiable	1		
Conference	RFM Preferred	\$1 - \$50,000	33%	Y	http://rfmseating	NA
Seating		\$50,001 - \$250,000	41.20%		<u>.com/support/wa</u> <u>rranty/</u>	
		\$250,000 +	Negotiable	1		
Side Chairs and	RFM Preferred	\$1 - \$50,000	33%	Y	http://rfmseating	NA
Stools		\$50,001 - \$250,000	41.20%		<u>.com/support/wa</u> <u>rranty/</u>	
		\$250,000 +	Negotiable	1		
Stack Chairs	RFM Preferred	\$1 - \$50,000	33%	Y	http://rfmseating	NA
		\$50,001 - \$250,000	41.20%		<u>.com/support/wa</u> <u>rranty/</u>	
		\$250,000 +	Negotiable	1		
High Performance	RFM Preferred	\$1 - \$50,000	33%	Y	http://rfmseating	NA
Task Chairs (24/7 seating)		\$50,001 - \$250,000	41.20%		<u>.com/support/wa</u> <u>rranty/</u>	
		\$250,000 +	Negotiable			
	Labor Ra	ites for Services			Hourly	Rate
Design Services (Ind	cludes drawings ar	d revisions) (Regular	Hours)		Inclue	ded
Installation Services	(Regular Hours)				50\$/H	our
Installation Services	(After Hours)				by quote	e only
Disassembly/Reloca	tion/Reconfiguration	on Services (Reg Hour	rs)		by quote only	
Project Managemen	t (Regular Hours)				Includ	ed
Project Managemen	· /				Includ	ed
	÷	on Services (After Hou	rs)		by quote	e only
Repair Services (Re	- ,			5	50\$/hour (not un	• /
Repair Services (Aft	•				by special q	•
Reupholstering Serv	, ÷	rs)			NO B	
Reupholstering Serv	· · ·				NO B	
Refurbishing Service	, ,				NO B	
Refurbishing Service					NO B	
Warehousing Servic	es				Included (prior	to shipment)

Customized products available
by quote, no charge for design
of new products
Customized products available
by quote, no charge for design
of new products
NA
e accepted that shows any other costs avel, any out- of-pocket costs, mail

MARICOPA COUNTY COMMUNITY COLLEGE DISTRICT						
REQUEST F	OR PROPC	<b>DSAL #338</b> 3	3-6			
Percentage Dis RFM Pret	scount by Dol ferred Seating		om			
	Delivered Tailgate	Inside Delivery	Delivered & Installed			
\$0 to \$1,000	33.0%	19.6%	-3.0%			
\$1,001 to \$4,000	33.0%	26.3%	16.3%			
\$4,001 to \$15,000	37.1%	34.0%	24.6%			
\$15,001 to \$40,000	37.1%	34.0%	24.6%			
\$40,001 to \$100,000	41.2%	38.4%	29.5%			
\$100,000+	41.2%	39.5%	32.5%			

		Pricing Pr	% Discount Off	Freight Included	Warranty Term	Minimum Trip
Category	Manufacturer	Dollar Threshold		(Y/N)		Charge
Desking	Russwood	\$1 - \$50,000	38.20%	Y	https://www.rus	NA
Systems		\$50,001 - \$250,000	46.40%		swood.com/warr anty-	
		\$250,000 +	Negotiable	-	information	
Panel Wrapped	Russwood	\$1 - \$50,000	38.20%	Y	https://www.rus	NA
Systems		\$50,001 - \$250,000	46.40%		swood.com/warr anty- information	
		\$250,000 +	Negotiable	-	<u>information</u>	
Wood Casegoods	Russwood	\$1 - \$50,000	38.20%	Y	https://www.rus	NA
		\$50,001 - \$250,000	46.40%		swood.com/warr anty-	
		\$250,000 +	Negotiable		information	
Laminate	Russwood	\$1 - \$50,000	38.20%	Y	https://www.rus swood.com/warr anty-	NA
Casegoods		\$50,001 - \$250,000	46.40%			
		\$250,000 +	Negotiable	-	<u>information</u>	
Guest Seating	Russwood	\$1 - \$50,000	38.20%	Y	https://www.rus	NA
		\$50,001 - \$250,000	46.40%	]	swood.com/warr anty- information	
		\$250,000 +	Negotiable		momation	
Side Chairs and	Russwood	\$1 - \$50,000	38.20%	Y	https://www.rus	NA
Stools		\$50,001 - \$250,000	46.40%		<u>swood.com/warr</u> anty- information	
		\$250,000 +	Negotiable		momation	
Bookcases	Russwood	\$1 - \$50,000	38.20%	Y	https://www.rus	NA
		\$50,001 - \$250,000	46.40%		swood.com/warr anty- information	
		\$250,000 +	Negotiable		momation	
Storage Cabinets	Russwood	\$1 - \$50,000	38.20%	Y	https://www.rus swood.com/warr anty- information	NA
		\$50,001 - \$250,000	46.40%			
		\$250,000 +	Negotiable	1		
Conference	Russwood	\$1 - \$50,000	38.20%	Y	https://www.rus	NA
Tables		\$50,001 - \$250,000	46.40%		swood.com/warr anty- information	
		\$250,000 +	Negotiable	1	mormation	
Classroom/ Nesting Tables	Russwood	\$1 - \$50,000	38.20%	Y	https://www.rus	NA
		\$50,001 - \$250,000	46.40%	]	swood.com/warr anty- information	

\$250,000 + Negotiable	<u></u>						
Labor Rates for Services	Hourly Rate						
Design Services (Includes drawings and revisions) (Regular Hours)	Included						
Installation Services (Regular Hours)	50\$/Hour						
Installation Services (After Hours)	by quote only						
Disassembly/Relocation/Reconfiguration Services (Reg Hours)	by quote only						
Project Management (Regular Hours)	Included						
Project Management (After Hours)	Included						
Disassembly/Relocation/Reconfiguration Services (After Hours)	by quote only						
Repair Services (Regular Hours)	50\$/hour (not under warranty)						
Repair Services (After Hours)	by special quote only						
Reupholstering Services (Regular Hours)	NO BID						
Reupholstering Services (After Hours)	NO BID						
Refurbishing Services (Regular Hours)	NO BID						
Refurbishing Services (After Hours)	NO BID						
Warehousing Services	Included (prior to shipment)						
Custom Fabricated Furniture Services (Regular Hours)	Customized products available						
	by quote, no charge for design						
	of new products						
Custom Fabricated Furniture Services (After Hours)	Customized products available						
	by quote, no charge for design						
	of new products						
Minimum Delivery Fee	NA						
Costs/Fees listed above shall include all overhead and profit. No billing will be accept	ted 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 <u>the signature page (Section 10) must be completed, signed and included with your proposal.</u>							

MARICOPA COUNTY COMMUNITY COLLEGE DISTRICT								
REQUEST FOR PROPOSAL #3383-6								
Percentage Discount by Dollar Volume from Russwood Library Furniture Price List								
	Delivered Tailgate	Inside Delivery	Delivered & Installed					
\$0 to \$1,000	38.2%	25.8%	7.3%					
\$1,001 to \$4,000	38.2%	32.0%	22.7%					
\$4,001 to \$15,000	42.3%	39.4%	30.7%					
\$15,001 to \$40,000	42.3%	39.4%	30.7%					
\$40,001 to \$100,000	46.4%	43.7%	35.7%					
\$100,000+	46.4%	44.7%	38.4%					