

Pricing Proposal

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

		\$250,000 +	Negotiable			
Storage Cabinets	Virco	\$1 - \$50,000	64.50%	Y	10	NA
		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Conference Tables	Virco	\$1 - \$50,000	64.50%	Y	10	NA
		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Classroom/ Nesting Tables	Virco	\$1 - \$50,000	64.50%	Y	10	NA
		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Moderate Computer Support Tables	Virco	\$1 - \$50,000	64.50%	Y	10	NA
		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Ergonomic Work Tools	Virco	\$1 - \$50,000	64.50%	Y	10	NA
		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Ergonomic Ancillary Products	Virco	\$1 - \$50,000	64.50%	Y	10	NA
		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Ancillary Items	Virco	\$1 - \$50,000	64.50%	Y	10	NA
		\$50,001 - \$250,000	72%			
		\$250,000 +	Negotiable			
Classroom Seating	Virco	\$1 - \$50,000	64.50%	Y	10	NA
		\$50,001 - \$250,000	72%			
		\$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
<p>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.</p>	
<p style="text-align: center;">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></p>	

**MARICOPA COUNTY COMMUNITY COLLEGE
DISTRICT**

REQUEST FOR PROPOSAL #3383-6

Percentage Discount by Dollar Volume from
Virco Furniture & Equipment Price List

	Delivered Tailgate	Inside Delivery	Delivered & 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%

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term	Minimum Trip Charge
Art & Lab Furniture	Diversified	\$1 - \$50,000	35.10%	Y	https://www.diversifiedwoodcrafts.com/purchase/warranty/	NA
		\$50,001 - \$250,000	43.30%			
		\$250,000 +	Negotiable			
Wood Casegoods	Diversified	\$1 - \$50,000	35.10%	Y	https://www.diversifiedwoodcrafts.com/purchase/warranty/	NA
		\$50,001 - \$250,000	43.30%			
		\$250,000 +	Negotiable			
Storage Cabinets	Diversified	\$1 - \$50,000	35.10%	Y	https://www.diversifiedwoodcrafts.com/purchase/warranty/	NA
		\$50,001 - \$250,000	43.30%			
		\$250,000 +	Negotiable			
Moderate Computer Support Tables	Diversified	\$1 - \$50,000	35.10%	Y	https://www.diversifiedwoodcrafts.com/purchase/warranty/	NA
		\$50,001 - \$250,000	43.30%			
		\$250,000 +	Negotiable			
Ancillary Items	Diversified	\$1 - \$50,000	35.10%	Y	https://www.diversifiedwoodcrafts.com/purchase/warranty/	NA
		\$50,001 - \$250,000	43.30%			
		\$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
Custom Fabricated Furniture Services (After Hours)	Customized products available

Minimum 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.

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.

**MARICOPA COUNTY COMMUNITY COLLEGE
DISTRICT**

REQUEST FOR PROPOSAL #3383-6

Percentage Discount by Dollar Volume from
Diversified Price List

	Delivered Tailgate	Inside Delivery	Delivered & 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

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term	Minimum Trip Charge
Ergonomic Seating and Stools	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	NA
		\$50,001 - \$250,000	32%			
		\$250,000 +	Negotiable			
Guest Seating	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	NA
		\$50,001 - \$250,000	32%			
		\$250,000 +	Negotiable			
Conference Seating	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	NA
		\$50,001 - \$250,000	32%			
		\$250,000 +	Negotiable			
Side Chairs and Stools	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	NA
		\$50,001 - \$250,000	32%			
		\$250,000 +	Negotiable			
Stack Chairs	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	NA
		\$50,001 - \$250,000	32%			
		\$250,000 +	Negotiable			
High Performance Task Chairs (24/7 seating)	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	NA
		\$50,001 - \$250,000	32%			
		\$250,000 +	Negotiable			
Conference Tables	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	NA
		\$50,001 - \$250,000	32%			
		\$250,000 +	Negotiable			
Classroom/ Nesting Tables	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	NA
		\$50,001 - \$250,000	32%			
		\$250,000 +	Negotiable			
Moderate Computer Support Tables	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	NA
		\$50,001 - \$250,000	32%			
		\$250,000 +	Negotiable			
Ergonomic Work Tools	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	NA
		\$50,001 - \$250,000	32%			

		\$250,000 +	Negotiable		https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	
Ergonomic Ancillary Products	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	NA
		\$50,001 - \$250,000	32%			
		\$250,000 +	Negotiable			
Ancillary Items	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	NA
		\$50,001 - \$250,000	32%			
		\$250,000 +	Negotiable			
Classroom Seating	ERG INTL	\$1 - \$50,000	9.40%	Y	https://www.erginternational.com/downloads/ERG_Product_Warranty_Info_20	NA
		\$50,001 - \$250,000	32%			
		\$250,000 +	Negotiable			

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 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 FOR PROPOSAL #3383-6

Percentage Discount by Dollar Volume from
ERG INTL Price List

	Delivered Tailgate	Inside Delivery	Delivered & 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%

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term	Minimum Trip Charge
Desking Systems	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.greeneemfg.com/wp/warranty-information/	NA
		\$50,001 - \$250,000	-42.10%			
		\$250,000 +	Negotiable			
Wood Casegoods	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.greeneemfg.com/wp/warranty-information/	NA
		\$50,001 - \$250,000	-42.10%			
		\$250,000 +	Negotiable			
Laminate Casegoods	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.greeneemfg.com/wp/warranty-information/	NA
		\$50,001 - \$250,000	-42.10%			
		\$250,000 +	Negotiable			
Ergonomic Seating and Stools	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.greeneemfg.com/wp/warranty-information/	NA
		\$50,001 - \$250,000	-42.10%			
		\$250,000 +	Negotiable			
Moderate Computer Support Tables	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.greeneemfg.com/wp/warranty-information/	NA
		\$50,001 - \$250,000	-42.10%			
		\$250,000 +	Negotiable			
Ergonomic Work Tools	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.greeneemfg.com/wp/warranty-information/	NA
		\$50,001 - \$250,000	-42.10%			
		\$250,000 +	Negotiable			
Ergonomic Ancillary Products	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.greeneemfg.com/wp/warranty-information/	NA
		\$50,001 - \$250,000	-42.10%			
		\$250,000 +	Negotiable			
Ancillary Items	Greene MFG	\$1 - \$50,000	-60.70%	Y	http://www.greeneemfg.com/wp/warranty-information/	NA
		\$50,001 - \$250,000	-42.10%			
		\$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
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 accepted that shows any other costs	
You may submit a more detailed pricing schedule in lieu of the above as an attachment to this page,	

**MARICOPA COUNTY COMMUNITY COLLEGE
DISTRICT**

REQUEST FOR PROPOSAL #3383-6

Percentage Discount by Dollar Volume from
Greene MFG Price List

	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%

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term	Minimum Trip Charge
Desking Systems	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpfi.com/download_s_pricelists/HPFI_2020_Price_Book_Warranty.p	NA
		\$50,001 - \$250,000	50.50%			
		\$250,000 +	Negotiable			
Panel Wrapped Systems	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpfi.com/download_s_pricelists/HPFI_2020_Price_Book_Warranty.p	NA
		\$50,001 - \$250,000	50.50%			
		\$250,000 +	Negotiable			
Wood Casegoods	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpfi.com/download_s_pricelists/HPFI_2020_Price_Book_Warranty.p	NA
		\$50,001 - \$250,000	50.50%			
		\$250,000 +	Negotiable			
Laminate Casegoods	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpfi.com/download_s_pricelists/HPFI_2020_Price_Book_Warranty.p	NA
		\$50,001 - \$250,000	50.50%			
		\$250,000 +	Negotiable			
Ergonomic Seating and Stools	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpfi.com/download_s_pricelists/HPFI_2020_Price_Book_Warranty.p	NA
		\$50,001 - \$250,000	50.50%			
		\$250,000 +	Negotiable			
Guest Seating	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpfi.com/download_s_pricelists/HPFI_2020_Price_Book_Warranty.p	NA
		\$50,001 - \$250,000	50.50%			
		\$250,000 +	Negotiable			
Conference Seating	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpfi.com/download_s_pricelists/HPFI_2020_Price_Book_Warranty.p	NA
		\$50,001 - \$250,000	50.50%			
		\$250,000 +	Negotiable			
Side Chairs and Stools	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpfi.com/download_s_pricelists/HPFI_2020_Price_Book_Warranty.p	NA
		\$50,001 - \$250,000	50.50%			
		\$250,000 +	Negotiable			
Stack Chairs	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpfi.com/download_s_pricelists/HPFI_2020_Price_Book_Warranty.p	NA
		\$50,001 - \$250,000	50.50%			
		\$250,000 +	Negotiable			
High Performance Task Chairs (24/7 seating)	HPFI	\$1 - \$50,000	42.30%	Y	https://www.hpfi.com/download_s_pricelists/HPFI_2020_Price_Book_Warranty.p	NA
		\$50,001 - \$250,000	50.50%			

Bookcases	HPFI	\$250,000 +	Negotiable	Y	https://www.hpfi.com/download_s_pricelists/HPFI_2020_Price_Book_Warranty.pdf	NA
		\$1 - \$50,000	42.30%			
		\$50,001 - \$250,000	50.50%			
Storage Cabinets	HPFI	\$250,000 +	Negotiable	Y	https://www.hpfi.com/download_s_pricelists/HPFI_2020_Price_Book_Warranty.pdf	NA
		\$1 - \$50,000	42.30%			
		\$50,001 - \$250,000	50.50%			
Conference Tables	HPFI	\$250,000 +	Negotiable	Y	https://www.hpfi.com/download_s_pricelists/HPFI_2020_Price_Book_Warranty.pdf	NA
		\$1 - \$50,000	42.30%			
		\$50,001 - \$250,000	50.50%			
		\$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 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.

**MARICOPA COUNTY COMMUNITY COLLEGE
DISTRICT**

REQUEST FOR PROPOSAL #3383-6

Percentage Discount by Dollar Volume from
HPFI Price List

	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 Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term	Minimum Trip Charge
Ergonomic Seating and Stools	Plymold	\$1 - \$50,000	19.60%	Y	https://www.plymold.com/resources/warrantytermsetc/	NA
		\$50,001 - \$250,000	28.90%			
		\$250,000 +	Negotiable			
Guest Seating	Plymold	\$1 - \$50,000	19.60%	Y	https://www.plymold.com/resources/warrantytermsetc/	NA
		\$50,001 - \$250,000	28.90%			
		\$250,000 +	Negotiable			
Side Chairs and Stools	Plymold	\$1 - \$50,000	19.60%	Y	https://www.plymold.com/resources/warrantytermsetc/	NA
		\$50,001 - \$250,000	28.90%			
		\$250,000 +	Negotiable			
Ancillary Items	Plymold	\$1 - \$50,000	19.60%	Y	https://www.plymold.com/resources/warrantytermsetc/	NA
		\$50,001 - \$250,000	28.90%			
		\$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 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.

**MARICOPA COUNTY COMMUNITY COLLEGE
DISTRICT**

REQUEST FOR PROPOSAL #3383-6

Percentage Discount by Dollar Volume from
Plymold Price List

	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 Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term	Minimum Trip Charge
Ergonomic Seating and Stools	RFM Preferred	\$1 - \$50,000	33%	Y	http://rfmseating.com/support/warranty/	NA
		\$50,001 - \$250,000	41.20%			
		\$250,000 +	Negotiable			
Guest Seating	RFM Preferred	\$1 - \$50,000	33%	Y	http://rfmseating.com/support/warranty/	NA
		\$50,001 - \$250,000	41.20%			
		\$250,000 +	Negotiable			
Conference Seating	RFM Preferred	\$1 - \$50,000	33%	Y	http://rfmseating.com/support/warranty/	NA
		\$50,001 - \$250,000	41.20%			
		\$250,000 +	Negotiable			
Side Chairs and Stools	RFM Preferred	\$1 - \$50,000	33%	Y	http://rfmseating.com/support/warranty/	NA
		\$50,001 - \$250,000	41.20%			
		\$250,000 +	Negotiable			
Stack Chairs	RFM Preferred	\$1 - \$50,000	33%	Y	http://rfmseating.com/support/warranty/	NA
		\$50,001 - \$250,000	41.20%			
		\$250,000 +	Negotiable			
High Performance Task Chairs (24/7 seating)	RFM Preferred	\$1 - \$50,000	33%	Y	http://rfmseating.com/support/warranty/	NA
		\$50,001 - \$250,000	41.20%			
		\$250,000 +	Negotiable			

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
<p>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.</p>	
<p>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></p>	

**MARICOPA COUNTY COMMUNITY COLLEGE
DISTRICT**

REQUEST FOR PROPOSAL #3383-6

Percentage Discount by Dollar Volume from
RFM Preferred Seating Price List

	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 Proposal

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

	\$250,000 +	Negotiable	
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	
<p>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.</p>			
<p>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.</p>			

**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%