

Pricing Spreadsheet

| Category | Manufacturer | % Discount Off \$1 - \$50,000 | % Discount Off \$50,001 - \$250,000 | % Discount Off \$250,000 + | Freight Included (Y/N) | Warranty Term (Years) | Minimum Trip Charge |
|-------------------------|------------------------------|-------------------------------|-------------------------------------|----------------------------|---|--|--|
| Desking Systems | Desk Makers | 50% | 52.50% | Negotiable | No under 10K list/ Yes over 10K list | Please see the manufacturer warranty in section six. | \$95.00 |
| | Global Furniture Group | 54% | 56% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | HON | 61.50% | 61.50% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Kimball | 56% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | National Public Seating | 48% | 50% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Panel Wrapped Systems | Desk Makers | 50% | 52.50% | Negotiable | No under 10K list/ Yes over 10K list | Please see the manufacturer warranty in section six. |
| Evolve Systems Group | | 61% | 63% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| HON | | 74% | 74% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| Kimball | | 56% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| Wood Casegoods | Desk Makers | 50% | 52.50% | Negotiable | No under 10K list/ Yes over 10K list | Please see the manufacturer warranty in section six. | \$95.00 |
| | Kimball | 56% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| Laminate Casegoods | Desk Makers | 50% | 52.50% | Negotiable | No under 10K list/ Yes over 10K list | Please see the manufacturer warranty in section six. | \$95.00 |
| | Global Furniture Group | 54% | 56% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | HON | 61.50% | 61.50% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Kimball | 56% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | MooreCo | 50% | 52% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Ergonomic Seating and Stools | ESI | 61% | 67.00% | 71.50% | Y | Please see the manufacturer warranty in section six. |
| Global Furniture Group | | 54% | 56% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| HON | | 61.50% | 61.50% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| Kimball | | 56% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| MooreCo | | 45% | 47% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| National Public Seating | | 48% | 50% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| Safco / Mayline | | 58% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| Sitmatic | | 57.50% | 57.50% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |

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|------------------------|-------------------------|-------------------------------|-------------------------------------|----------------------------|------------------------|---|---------------------|
| Guest Seating | Global Furniture Group | 54% | 56% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | HON | 61.50% | 61.50% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | Kimball | 56% | 58% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | MooreCo | 45% | 47% | Negotiable | | Please see the manufacturer warranty in section six. N | \$95.00 |
| | National Public Seating | 48% | 50% | Negotiable | | Please see the manufacturer warranty in section six. N | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | Sitmatic | 57.50% | 57.50% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| Conference Seating | Global Furniture Group | 54% | 56% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | HON | 61.50% | 61.50% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | Kimball | 56% | 58% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | MooreCo | 45% | 47% | Negotiable | | Please see the manufacturer warranty in section six. N | \$95.00 |
| | National Public Seating | 48% | 50% | Negotiable | | Please see the manufacturer warranty in section six. N | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | Sitmatic | 57.50% | 57.50% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| Side Chairs and Stools | Global Furniture Group | 54% | 56% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | HON | 61.50% | 61.50% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | Kimball | 56% | 58% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | MooreCo | 45% | 47% | Negotiable | | Please see the manufacturer warranty in section six. N | \$95.00 |
| | National Public Seating | 48% | 50% | Negotiable | | Please see the manufacturer warranty in section six. N | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | Sitmatic | 57.50% | 57.50% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| Stack Chairs | Global Furniture Group | 54% | 56% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | HON | 61.50% | 61.50% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | Kimball | 56% | 58% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | MooreCo | 45% | 47% | Negotiable | | Please see the manufacturer warranty in section six. N | \$95.00 |
| | National Public Seating | 48% | 50% | Negotiable | | Please see the manufacturer warranty in section six. N | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |
| | Sitmatic | 57.50% | 57.50% | Negotiable | | Please see the manufacturer warranty in section six. Y | \$95.00 |

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| Category | Manufacturer | % Discount Off \$1 - \$50,000 | % Discount Off \$50,001 - \$250,000 | % Discount Off \$250,000 + | Freight Included (Y/N) | Warranty Term (Years) | Minimum Trip Charge |
|---|-------------------------|-------------------------------|-------------------------------------|----------------------------|---|--|--|
| High Performance Task Chairs (24/7 seating) | Global Furniture Group | 54% | 56% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | HON | 61.50% | 61.50% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Kimball | 56% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | MooreCo | 45% | 47% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| | National Public Seating | 48% | 50% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Sitmatic | 57.50% | 57.50% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| Bookcases | Desk Makers | 50% | 52.50% | Negotiable | No under 10K list/ Yes over 10K list | Please see the manufacturer warranty in section six. | \$95.00 |
| | Global Furniture Group | 54% | 56% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | HON | 63% | 63% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Kimball | 56% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | MooreCo | 50% | 52% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Storage Cabinets | Desk Makers | 50% | 52.50% | Negotiable | No under 10K list/ Yes over 10K list | Please see the manufacturer warranty in section six. |
| Global Furniture Group | | 54% | 56% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| HON | | 63% | 63% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| Kimball | | 56% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| MooreCo | | 50% | 52% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| Safco / Mayline | | 58% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |

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| Category | Manufacturer | % Discount Off \$1 - \$50,000 | % Discount Off \$50,001 - \$250,000 | % Discount Off \$250,000 + | Freight Included (Y/N) | Warranty Term (Years) | Minimum Trip Charge |
|----------------------------------|-------------------------|-------------------------------|-------------------------------------|----------------------------|---|--|---------------------|
| Conference Tables | Desk Makers | 50% | 52.50% | Negotiable | No under 10K list/ Yes over 10K list | Please see the manufacturer warranty in section six. | \$95.00 |
| | Global Furniture Group | 54% | 56% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | HON | 61.50% | 61.50% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | MooreCo | 50% | 52% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| Classroom/ Nesting Tables | Desk Makers | 50% | 52.50% | Negotiable | No under 10K list/ Yes over 10K list | Please see the manufacturer warranty in section six. | \$95.00 |
| | Global Furniture Group | 54% | 56% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | HON | 61.50% | 61.50% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Kimball | 56% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | MooreCo | 50% | 52% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| | National Public Seating | 48% | 50% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| Moderate Computer Support Tables | Desk Makers | 50% | 52.50% | Negotiable | No under 10K list/ Yes over 10K list | Please see the manufacturer warranty in section six. | \$95.00 |
| | ESI | 61% | 67.00% | 71.50% | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Global Furniture Group | 54% | 56% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | HON | 61.50% | 61.50% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | National Public Seating | 48% | 50% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| | MooreCo | 50% | 52% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| Ergonomic Work Tools | ESI | 61% | 67.00% | 71.50% | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Global Furniture Group | 54% | 56% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | HON | 61.50% | 61.50% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | ISE Ergo Workrite | 65% | 65% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Kimball | 56% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |

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|------------------------------|-------------------------|-------------------------------|-------------------------------------|----------------------------|------------------------|--|--|
| Ergonomic Ancillary Products | ESI | 61% | 67.00% | 71.50% | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Global Furniture Group | 54% | 56% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | HON | 61.50% | 61.50% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | ISE Ergo Workrite | 65% | 65% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Kimball | 56% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Ancillary Items | Claridge | 57% | 57% | Negotiable | N | Please see the manufacturer warranty in section six. |
| Clarus | | 51% | 55% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| Global Furniture Group | | 54% | 56% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| HON | | 61.50% | 61.50% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| Kimball | | 56% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| MooreCo | | 50% | 52% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| Safco / Mayline | | 58% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| Demountable Wall Systems | No Bid | No Bid | No Bid | No Bid | No Bid | No Bid | No Bid |
| | No Bid | No Bid | No Bid | No Bid | No Bid | No Bid | No Bid |
| | No Bid | No Bid | No Bid | No Bid | No Bid | No Bid | No Bid |
| Classroom Seating | Global Furniture Group | 54% | 56% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | HON | 61.50% | 61.50% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | Kimball | 56% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | National Public Seating | 48% | 50% | Negotiable | N | Please see the manufacturer warranty in section six. | \$95.00 |
| | Safco / Mayline | 58% | 58% | Negotiable | Y | Please see the manufacturer warranty in section six. | \$95.00 |
| | | | | | | | |

Pricing Spreadsheet

| Labor Rates for Services | Hourly Rate |
|---|--|
| Design Services (Includes drawings and revisions) (Regular Hours) Installation Services (Regular Hours) | \$65.00 |
| Installation Services (After Hours) | \$39.00 |
| Disassembly/Relocation/Reconfiguration Services (Reg Hours) Project Management (Regular Hours) | \$58.00 |
| Project Management (After Hours) | \$39.00 |
| Disassembly/Relocation/Reconfiguration Services (After Hours) Repair Services (Regular Hours) | \$75.00 |
| Repair Services (After Hours) | \$90.00 |
| Reupholstering Services (Regular Hours) | \$58.00 |
| Reupholstering Services (After Hours) | \$95.00 |
| Refurbishing Services (Regular Hours) | \$139.00 |
| Refurbishing Services (After Hours) | NA |
| Warehousing Services | \$1.15/SqFt. Per month |
| Custom Fabricated Furniture Services (Regular Hours) | NA |
| Custom Fabricated Furniture Services (After Hours) | NA |
| | |
| Minimum Delievery Fee | \$95.00 Unless drop shipped or delverered as part of installation |