

Pricing Proposal

The Vendor must set forth the discount the Vendor will provide to Participating Agencies for purchases of Academic Application Furniture under a Multiple Awards Academic Application Furniture Contract awarded pursuant to this RFP in the matrix below, based the dollar value of each order. Prices shall be inclusive of all services and requirements noted in Sections A-F, inclusive, of the Performance & Service Specifications section of this RFP. **If a manufacturer wished to provide additional discounting for specific products listed above, please use the Column D to indicate which product this would apply to and the additional discount off of the overall discount structure listed in Column C.**

A	B	C	D
Tier	List Price Per Order	Discount Off Current Published List Prices, Inclusive of all Requirements identified in Sections A through F	Additional Product Specific Discounts (List Products to which this applies/ percentage)
1	\$1 - \$100,000	50%	** See notes below
2	\$100,001 - \$250,000	50/5%	
3	\$250,001 - \$500,000	50/10%	
4	\$500,001 - \$750,000	50/20%	
5	\$750,001 - \$2,500,000	50/30%	

** When purchasing the following products, the participating agencies will receive an additional 10% discount in quantities of 100 pieces or more:

Degrees Student Tablet Arm Chair – 3900 Series
 Degrees Sled Chair - #3953
 Degrees Four Leg Chair - #31101
 Degrees Five Star Chair - #3963
 Degrees Student Desk - 2400 Series
 Degrees Synchronic Ergonomic Desk – 2900 Series
 Degrees Ergo Student Desk – 2900 Series
 Degrees Quatro-Teach
 Degrees Mobile Storage Cabinet
 Degrees Single Leg Lectern
 Degrees Ergonomic Lectern
 Degrees Student Stool – Fixed
 Degrees Student Stool – Adjustable

*** In submitting this proposal, the Performance & Service Specifications requires that all products be priced on a delivered and installed basis. This requires “an averaging” of freight and installation costs as there are significant fluctuations in cost for delivering and installing smaller quantities of furniture as opposed to larger orders – this includes saving through truckload/blanket wrapped shipments and gains in installation efficiencies. We believe that there could be additional freight and installation cost savings to the district depending on the size of orders placed. On an order-by-order basis, if these savings can be realized, Interior Concepts would be pleased to pass along these savings to the District – either through rebates or the awarding of additional scholarships.