

OMNIA Partners Region 4 Education Service Center Discount Matrix
Allsteel Inc. Contract #R191802-Furniture, Installation and Related Services

Allsteel Price List: April 2020 + 3.125% surcharge
 Gunlocke Price List: January 2020 + 1.5% surcharge
 HBF Price List: January 2020 with no additional surcharge

Products	List per Order	Discount From List
Stride Systems, Terrace, Concensys, Optimize, Further, Involve Casegoods, Approach, Stride Desking, Stride Benching, Pedestals, Overheads, Worksurfaces, Electrical & Accessories, Altitude Tables, Gallery Panels, Metal & Acrylic Table Screens, Universal Panel Stacker	\$1 - \$100,000	69.5%
	\$100,001 - \$400,000	71.0%
	\$400,001 & Above	Negotiable
Lateral Files, Vertical Files, Storage (Towers, Bookcases, & Cabinets), Align Laterals, Align Storage, Align Credenzas, Stride Storage, Involve Storage, Raddi Storage	\$1 - \$100,000	64.0%
	\$100,001 - \$400,000	65.0%
	\$400,001 & Above	Negotiable
Trooper, Tolleson, and Nimble Seating	\$1 - \$100,000	64.0%
	\$100,001 - \$400,000	64.0%
	\$400,001 & Above	Negotiable
#19, Relate, Scout, Seek, Inspire, and Access Seating	\$1 - \$100,000	61.0%
	\$100,001 - \$400,000	61.0%
	\$400,001 & Above	Negotiable
Acuity, Mimeo, Lyric, Quip, Evo, and Svelte Seating	\$1 - \$100,000	58.0%
	\$100,001 - \$400,000	58.0%
	\$400,001 & Above	Negotiable
Merge, Aware, and Structure Tables	\$1 - \$100,000	64.0%
	\$100,001 - \$400,000	64.0%
	\$400,001 & Above	Negotiable
Wood Casegoods (Align Wood), Stride Painted Wood Casegoods Veneer	\$1 - \$100,000	60.0%
	\$100,001 - \$400,000	60.0%
	\$400,001 & Above	Negotiable
Social Collaborative Seating/Tables/Conferencing, Clarity, Co Ho, Parallel, Park, Recharge, Retreat, Townhall Collection (Rock, Wedge, Peak, Summit, Picnic, Cloud), Two-Thirds, and New Product Offering	\$1 - \$100,000	51.0%
	\$100,001 - \$400,000	54.0%
	\$400,001 & Above	Negotiable
Accessories (Wand & Link Lights, Ergonomic tools), Hands-Free Pulls, Hand Sanitizer Solutions, Acrylic Freestanding Screens	\$1 - \$100,000	55.0%
	\$100,001 - \$400,000	57.0%
	\$400,001 & Above	Negotiable
Gunlocke (All Product)	\$1 - \$250,000	55.6%
	\$250,001 & Above	Negotiable
HBF (All Product)	\$1 - \$100,000	49.0%
	\$100,001 - \$400,000	52.0%
	\$400,001 & Above	Negotiable
Aspect Architectural Products*	\$1 - \$250,000	62.3%
	\$250,001 & Above	Negotiable
Beyond Architectural Products*	\$1 - \$200,000	58.8%
	\$200,001 & Above	Negotiable
*Authorized Walls dealers only. Please contact beyondservices@allsteeloffice.com for additional information. See below for approved Walls Services		

Approved Furniture Services:

Service Type	Quote Type	Rate
Dock Delivery	NA	No charge
Inside Delivery	Hourly	Minimum of \$175. Hourly rates range from \$75 - \$90 with a NTE of \$90 per hour.
Install	Hourly	Minimum of \$175. Hourly rates range from \$90 - \$125 with a NTE of \$125 per hour.
Reconfiguration	Hourly	Minimum of \$125 per hour with a NTE maximum charge of \$150 per hour.
Design	Hourly	Minimum of \$75 per hour with a NTE maximum charge of \$90 per hour.
Project Management	Hourly	Minimum of \$75 per hour with a NTE maximum charge of \$90 per hour.
Storage		Prices range from \$2.50 per sq. ft. per month to \$5.00 per sq. ft. per month, NTE \$5.00 per sq. ft. per month.
Modular Walls		Prices range from \$110 per lineal foot to \$130 per lineal foot, not to exceed \$130 per lineal foot.
Applied Ergonomic Support		Prices range from \$200 per hour to \$500 per hour, not to exceed \$500 per hour.

Approved Walls Services:

Service Type	Quote Type	Rate
Install	Negotiated	NTE \$130/lineal foot
Design	Negotiated	NTE \$90/hr
Project Management	Negotiated	NTE \$90/hr
Reconfiguration	Negotiated	NTE \$150/hr

- Due to the extremely custom nature of demountable walls, list prices are part of the CET Designer software.
- Installation costs noted are for normal work hours, non-union wages. Union, prevailing wage, overtime, weekend work, and metropolitan area labor will be negotiated on a case-by-case basis.
- Prices for Allsteel Architectural Walls Product do not include applicable sales taxes or freight. These charges will be listed as separate line items on the quote, purchase order, and invoice, unless otherwise agreed to in writing, and each charge is contingent upon final destination of product. All applicable taxes and freight charges will be added to Allsteel's invoice, and customer agrees to pay the same.