



Request for Contract Update

Pursuant to the terms of contract number R191802 for Allsteel Inc. Contractor must notify and receive approval from Region 4 ESC when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4 ESC. Region 4 ESC reserves the right to accept or reject any request.

Allsteel Inc. (Contractor) hereby provides notice of the following update on this date October 26, 2020.

Instructions: Contractor must check all that may apply and shall provide supporting documentation. Requests received without supporting documentation will be returned. This form is not intended for use if there is a material change in operations, such as assignment, bankruptcy, change of ownership, merger, etc. Material changes must be submitted on a "Notice of Material Change to Vendor Contract" form.

Authorized Distributors/Dealers
 Addition
 Deletion
 Supporting Documentation

Price Update
 Supporting Documentation

Products/Services
 New Addition
 Update Only
 Supporting Documentation

Discontinued Products/Services
 Supporting Documentation

States/Territories
 Supporting Documentation

Other _____
 Supporting Documentation

Notes: Contractor may include other notes regarding the contract update here: (attach another page if necessary). Allsteel Inc. requests to add HBF products to Contract R191804 effective immediately upon approval.

Submitted By: Cindy Hermann

Title: Public Sector Contract Analyst

Email Address: hnigovcontracts@hnicorp.com

Approved by Email: Date 10/27/2020 | 1:11 PM PDT

Denied by Email: Date _____

DocuSigned by:

Region 4 ESC: _____
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October 26, 2020

ATTN: Robert Zingelmann
Chief Financial Officer
Region 4 – Education Service Center
7145 West Tidwell Road
Houston, TX 77092

RE: Allsteel Inc. request to add product for Region 4 Furniture, Installation and Related Services Contract R191802

Dear Mr. Zingelmann:

Allsteel Inc. would like to add Hickory Business Furniture (HBF) products to our current Contract R191802 effective immediately upon approval:

- Like Gunlocke, HBF is a sister company to Allsteel as part of the HNI Corporation family.
- HBF is a leader in beautifully designed, exquisitely crafted and exceptionally constructed products such as Seating, Tables, and Elements (Credenzas, Screens, Storage, Lecterns, and Accessories). By adding the HBF line, we can integrate our brands (Allsteel, Gunlocke, and HBF) and offer OMNIA customers a collection of HNI products to further meet their office furniture needs.
- Discounts
 - \$0 to \$100K – 49%
 - \$100K to \$400K – 52%
 - \$400K and Above – Negotiable

Attached to the Request for Contract Update is a revised discount matrix showing the HBF discounts.

If you have any questions, please do not hesitate to contact me at 563-316-9655 or email at allsteelgovcontracts@allsteeloffice.com.

Sincerely,

A handwritten signature in black ink that reads "Cindy Hermann". The signature is written in a cursive, flowing style.

Cindy Hermann
Public Sector Contract Analyst

Attachments

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

Allsteel Price List: April 2020 and 3.125% surcharge

Gunlocke Price List: January 2020 and 1.5% surcharge

HBF Price List: January 2020 no 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 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.