



## Request for Contract Update

Pursuant to the terms of contract number R191806 for JSI 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.

JSI  
(Contractor) hereby provides notice of the following update on  
this date November 16, 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).

(1) Deleted JSI and Community Product Series. (2) Remaining Community product rebranded to JSI. (3) 5.1% conversion increase to the remaining Community to JSI product only.

Submitted By: Kathy R. Vonderheide

Title: Contract Sales Manager

Email Address: kvonderheide@jaspergroup.us.com

**Approved by Email: Date** 11/19/2020 | 7:28 AM PST

**Denied by Email: Date** \_\_\_\_\_

DocuSigned by:  
Robert Eigelmann  
Region 4 ESC: \_\_\_\_\_  
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November 16, 2020

Region 4 Education Service Center  
Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services  
7145 West Tidwell Road  
Houston, TX 77092-2096

RE: Contract # R191806

Good Morning,

Please accept this request for modification to Contract # R191806. All other terms and conditions will remain the same and unchanged.

On October 1, 2020, Jasper Group announced the uniting of the Community Brand products into the JSI Brand platform. A copy of the announcement letter is attached. With this brand merge included the deletion of some JSI and Community products as listed below. These items will no longer appear in our catalogs effective 11/2/2020. I request that these items be removed from our contract.

**JSI and Community Deleted Products**

iXY	Chancellor	Focus	Metro
Accent	Chandler	Foxtrot Base	Parker
Accolade	Collective Office	Gabriel Base	Profile
Alpine	Collective Lounge	Gallery	Richmond
Anthem	Collective Presentation	Halen Base	Sterling
Avia	Cruz	Hampton	Sultan
Bairden	Emerson	Kendall	Swish
Callaway	Finley	Kinsey	Walker

Also, with this Brand merge, the Community Brand identity will go away, and the surviving Community products are being branded as JSI and consolidated into the JSI catalog. To make the pricing of these items consistent with JSI's business model and discount structure, a 5.1% price conversion rate was implemented on the items listed below. Please note that no price increase will apply to the original JSI Brand products. I request that the price increase for these items be allowed for our contract.

**Community to JSI Products with 5.1% conversion increase**

Addison	Classmate	Jefferson	Stockton
Alden	Collegian	Jude	Trinity
Americana I	Congress	Lincoln	



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Americana II	Cym	Melrose
Avalon	Esque	Menu Tables & Bases
Avini	Florette	Milk
Bison	Fresco	Nosh
Bryn	Hanover	Prep
Class Act	Hoopz	Romy

Listed below are the new combined price lists that will be effective 11/2/2020, as well as some website only individual series.

JSI Casegoods/Tables Volume 1 Price List, dated 11/2/20

JSI Casegoods/Tables Volume 2 Price List, dated 11/2/20

JSI Flux Price List, dated 11/2/20

JSI Vision Price List, dated 11/2/20

JSI Lok Price List, dated 12/2/20

JSI Seating Volume 1 Price List, dated 11/2/20

JSI Seating Volume 2 Price List, dated 11/2/20

JSI Individual Series (website only): Axis, Bentley, Class Act, Classmate, Collegian, Congress, Jefferson, Lincoln, Stockton, Broadway, Hudson, Regal, Shuffle, Strata, Walden, Wellington, dated 11/2/20

Electronic Link to all the above: [https://jaspergroupus1-my.sharepoint.com/:f/g/personal/kvonderheide\\_jaspergroup\\_us\\_com/EvuHr4jqrANCueqCaLOO33MBx3EblgXodQR7LexOPb4aBg?e=QhBlzb](https://jaspergroupus1-my.sharepoint.com/:f/g/personal/kvonderheide_jaspergroup_us_com/EvuHr4jqrANCueqCaLOO33MBx3EblgXodQR7LexOPb4aBg?e=QhBlzb)

If you should have any questions, or need anything further, please let me know. I look forward to receiving your approval of this request. Thank you.

Sincerely,

Kathy R. Vonderheide  
Contract Sales Manager

Attachments



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