

Furniture, Installation and Related Services

Region 4 ESC - TX

Contract Number: **R191808**

May 1, 2020 to April 30, 2023

Option to renew for two (2) additional one-year periods through April 30, 2025

Ergonomic Solutions Region 4 ESC - TX

Contract Number: **R180402**

Apr 1, 2018 to Mar 31, 2022

Option to renew for one (1) additional one-year periods through March 31, 2023

PRICING/DISCOUNT MODEL

KI's pricing/discount model offers a full service experience for OMNIA Partners

- Purchase through approved Dealer or direct to KI for same price
- Drop ship/Tailgate Discounting
- Delivered and Installed Discounting
- Pricing includes delivery to participating agencies designated receiving dock location
- Discounting off KI's current published price lists
- Discounting Tier based on single order volume at list price
- Tier 5 is a minimum; <=/= to Tier 4 upon quote review
- Discounts applies to Product and/or Products and installation

Additional Services

- Design Services - \$75.00 per hour
- Project management Services - \$50.00 per hour

Drop ship/Tailgate Discounting:

KI Product	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
Price List	Order Volume at List Price				
	\$0 to \$15,000	\$15,001 to \$50,000	\$50,001 to \$100,000	\$100,001 to \$250,000	\$250,001 and Up
Price List	Discount	Discount	Discount	Discount	Discount
Classroom Collections	34.50%	37%	39%	42%	44%
Uniframe Tables	34%	37%	39%	41%	43%
All other KI products	37%	41%	44%	46%	46%

Delivered & Installed Discounting:

KI Product	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
Price List	Order Volume at List Price				
	\$0 to \$15,000	\$15,001 to \$50,000	\$50,001 to \$100,000	\$100,001 to \$250,000	\$250,001 and Up
Price List	Discount	Discount	Discount	Discount	Discount
Classroom Collections	23%	28%	34%	38%	39%
Uniframe Tables	22%	27.50%	33%	37%	38%
All other KI products	28%	33%	37%	40%	40%

OUR COMMITMENT TO YOU: MARKET OF ONE® PHILOSOPHY

At KI, we believe that the only customer who matters is you – you are our Market of One. So we've structured everything from our service and support teams to the manufacturing floor to be nimble and adaptable to your needs. We're the right place for furniture, service and fulfillment options that align with your brand, your culture and your work environment.

- **Product Portfolio** — While we offer a robust line of furniture, we're also adept at customizing existing products to better fit your needs. We can also collaborate with you, your architect or interior designer to design a piece of furniture from scratch to meet very specific needs unique to your business.
- **Dedicated Service** — You will have a team of experienced professionals assisting you through the furniture procurement journey. In addition, you have 24/7/365 access to your order information from any electronic device via ki.com/orderstatus.
- **Fulfillment Freedom** — While we offer space planning, shipping and installation services, we will never limit you to working with agencies owned or affiliated strictly with KI. Rather, we will gladly collaborate and coordinate with any partner, dealer and/or installation entity you choose.

Unlike our peers, KI does not prescribe to pre-set distribution channels. Rather, we deploy local KI representatives to work directly with you. KI's approach provides alternative procurement methods that allow you, not the manufacturer, to determine the best means to manage ordering and fulfillment activities. It also provides you the opportunity to reduce costs via bypassing the traditional dealer/"middleman" model, if required.

This client-centric business model is the engine that continues to drive KI's growth and client satisfaction. Ultimately, clients appreciate the flexibility to make purchasing and fulfillment decisions according to their needs versus what may be most expedient for the manufacturer.

