



Request for Contract Update

Pursuant to the terms of contract number R180404 for Ergonomic Solutions 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.

VARI Sales Corporation
_____ hereby provides notice of the following update on
(Contractor)
this date 02/26/2021.

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).
Reference attached excel sheet for updated pricing

Submitted By: Nicole Stewart

Title: RFP Manager

Email Address: Nicole.Stewart@vari.com

Approved by Email: Date 3/3/2021 | 7:13 AM PST

Denied by Email: Date _____

DocuSigned by:
Robert Zingelmann
Region 4 ESC: _____
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2/26/2021

Customer,

We always want to offer you fair, consistent, and transparent pricing. Over the years, we've absorbed rising costs to do just that. In fact, since launching, we have never raised prices across the board. However, we are now at a point where we must modestly increase prices.

On average, the increase will be about 3.5%. Each product will increase by 0-11% (varies by SKU), effective April 1, 2021. The SKU level detail is attached.

We value your business. We are committed to bringing you the best products, innovation, service, and value in the marketplace. This increase will allow us to continue to deliver on this commitment now and into the future.

If you have any questions, please contact the Vari RFP Team at RFP@vari.com.

Sincerely,



Kevin Wierenga
Senior Vice President, Sales

US Product Price Sheet



VariDesk Converters and Desks

Desktop

SKU	ITEM	PRICE
400628	VariDesk® Basic	\$220.00
43457	VariDesk® ProPlus™ 30 (Black)	\$295.00
42431	VariDesk® ProPlus™ 36 (Black)	\$395.00
49857	VariDesk® ProPlus™ 36 (White)	\$395.00
49858	VariDesk® ProPlus™ 48 (Black)	\$495.00
45015	VariDesk® Tall 40 (Black)	\$575.00
43303	VariDesk® Electric ProPlus™ 32 (Black)	\$395.00
45198	VariDesk® Cube Corner® 36 (Black)	\$495.00
49884	VariDesk® Cube Plus® 40 (Black)	\$460.00
49742	VariDesk® Laptop 30™ (Black)	\$185.00
47455	Standing Desk 48x32 (White)	\$595.00
400821	Electric Standing Desk 48x30 (Black)	\$595.00
400819	Electric Standing Desk 48x30 (Butcher Block)	\$595.00
400820	Electric Standing Desk 48x30 (Dark Wood)	\$595.00
400818	Electric Standing Desk 48x30 (Reclaimed Wood)	\$595.00
400802	Electric Standing Desk 48x30 (White)	\$595.00
401077	Electric Standing Desk 48x30 + Tray (Black)	\$645.00
401075	Electric Standing Desk 48x30 + Tray (Butcher Block)	\$645.00
401076	Electric Standing Desk 48x30 + Tray (Dark Wood)	\$645.00
401074	Electric Standing Desk 48x30 + Tray (Reclaimed Wood)	\$645.00
401078	Electric Standing Desk 48x30 + Tray (White)	\$645.00
400816	Electric Standing Desk 60x30 (Black)	\$695.00
400814	Electric Standing Desk 60x30 (Butcher Block)	\$695.00
400815	Electric Standing Desk 60x30 (Dark Wood)	\$695.00
400803	Electric Standing Desk 60x30 (Reclaimed Wood)	\$695.00
400817	Electric Standing Desk 60x30 (White)	\$695.00
401082	Electric Standing Desk 60x30 + Tray (Black)	\$745.00
401080	Electric Standing Desk 60x30 + Tray (Butcher Block)	\$745.00
401081	Electric Standing Desk 60x30 + Tray (Dark Wood)	\$745.00
401079	Electric Standing Desk 60x30 + Tray (Reclaimed Wood)	\$745.00
401083	Electric Standing Desk 60x30 + Tray (White)	\$745.00

Small Spaces

Standing Desks

US Product Price Sheet



Tables and Accessories

Tables

SKU	ITEM	PRICE
45756	Table 48x24 (Butcher Block)	\$395.00
46000	Table 48x24 (Reclaimed Wood)	\$395.00
45622	Table 48x24 (White)	\$395.00
43188	Table 60x24 (Black)	\$495.00
46077	Table 60x24 (Butcher Block)	\$495.00
46292	Table 60x24 (Dark Wood)	\$495.00
46100	Table 60x24 (Reclaimed Wood)	\$495.00
46010	Table 60x24 (White)	\$495.00
46110	Table 60x30 (Butcher Block)	\$610.00
46133	Table 60x30 (Reclaimed Wood)	\$610.00
46293	Table 60x30 (White)	\$610.00
401050	Conference Table (Butcher Block)	\$1,150.00
43190	Conference Table (Reclaimed Wood)	\$1,150.00
401051	Conference Table (White)	\$1,150.00
45253	Multi-Purpose X-Frame Table (Reclaimed Wood)	\$815.00
46241	Round Table (Butcher Block)	\$595.00
46246	Round Table (Reclaimed Wood)	\$595.00
43653	Standing Conference Table (Butcher Block)	\$1,525.00
43762	Standing Conference Table (Reclaimed Wood)	\$1,525.00
43312	Standing Conference Table (White)	\$1,525.00
46188	Standing Meeting Table (Butcher Block)	\$610.00
46190	Standing Meeting Table (Reclaimed Wood)	\$610.00
46218	Standing Round Table (Butcher Block)	\$610.00
46227	Standing Round Table (Reclaimed Wood)	\$610.00
49792	ActiveMat® Groove	\$75.00
49787	ActiveMat® Rocker	\$95.00
49892	The ActiveMat®	\$95.00
49866	Standing Mat 34x20	\$55.00
400780	Standing Mat 36x24	\$65.00
48003	Dual-Monitor Arm	\$195.00
41513	Dual-Monitor Arm 180 Degree	\$135.00
48017	Monitor Arm + Laptop Stand	\$195.00
48002	Single-Monitor Arm	\$135.00
42686	LED Task Lamp + Wireless Charger (Black)	\$95.00
43369	Power Hub	\$70.00
42007	Power Strip 8 ft	\$30.00
43148	Power Strip 15 ft	\$40.00
43158	Power Strip 25 ft	\$50.00
400351	Glass Board 72x48	\$625.00
41525	Mobile Glass Board 40x72 (Silver)	\$695.00
41534	Mobile Glass Board 48x76 (Silver)	\$895.00
41428	Mobile White Board 48x66 (Silver)	\$895.00

Standing Mats

Monitor Arms

Power and Lighting

Marker Boards

US Product Price Sheet



Seating

Office Seating

SKU	ITEM	PRICE
43772	Active Seat Basic	\$195.00
400767	Active Seat	\$255.00
400663	Task Chair	\$295.00
400664	Task Chair w/Headrest	\$350.00
400665	Drafting Chair	\$350.00
47340	Stool (Slate) (Set of 2)	\$195.00
49789	Wood Chair (Slate) (Set of 2)	\$310.00
47257	Metal Conference Chair (Set of 2)	\$265.00
47258	Wood Conference Chair (Slate) (Set of 2)	\$360.00
47330	Meeting Stool (Slate) (Set of 2)	\$250.00
49780	Wood Conference Stool (Slate) (Set of 2)	\$295.00
45370	Wood Conference Stool (Espresso) (Set of 2)	\$295.00
400580	Armless Seat (Grey)	\$565.00
400614	Armless Seat (Deep Grey)	\$565.00
400613	Armless Seat (Navy)	\$565.00
400616	Corner Seat (Deep Grey)	\$575.00
400582	Corner Seat (Light Grey)	\$575.00
400615	Corner Seat (Navy)	\$575.00
400604	Laptop Side Table	\$200.00
400618	Sectional Ottoman (Deep Grey)	\$415.00
400583	Sectional Ottoman (Light Grey)	\$415.00
400617	Sectional Ottoman (Navy)	\$415.00
400581	Sectional Table	\$260.00
400619	Coffee Table	\$505.00
400720	Office Sofa (Deep Grey)	\$1,925.00
400725	Office Sofa (Navy)	\$1,925.00
400643	Lounge Chair (Deep Grey)	\$625.00
400611	Lounge Chair (Navy)	\$625.00
400586	Large Ottoman (Light Grey)	\$650.00
400585	Large Ottoman (Navy)	\$650.00
400587	Small Ottoman (Navy)	\$395.00
400589	Small Ottoman (Green)	\$395.00
400590	Small Ottoman (Light Blue)	\$395.00
400588	Small Ottoman (Light Grey)	\$395.00
400713	ArmChair (Deep Grey)	\$610.00
400592	ArmChair (Navy)	\$610.00
400602	Round Side Table	\$325.00
400669	Round Coffee Table	\$425.00
401048	High Back Chair (Faux Leather/Deep Grey and Light Blue)	\$1,295.00
401049	High Back Chair (Navy and Light Grey fabric)	\$1,295.00
400593	High Back Sofa (Light Grey w/ Navy Accent)	\$2,295.00
400603	Lounge Table	\$525.00

Group Seating

Soft Seating

US Product Price Sheet

Storage and Walls

Storage

SKU	ITEM	PRICE
400719	File Cabinet (White)	\$295.00
400742	File Cabinet (Slate)	\$295.00
400718	Slim File Cabinet (Slate)	\$275.00
400388	Lateral File Cabinet (Slate)	\$610.00
45232	Locker Seat (Slate)	\$250.00
400744	Slim Storage Seat	\$275.00
400743	Storage Seat	\$295.00
401373	Four-Tier Locker (Black)	\$950.00
401323	Four-Tier Locker (Storm Grey)	\$950.00
401371	Locker (Black)	\$625.00
401322	Locker (Storm Grey)	\$625.00
401324	Low Locker (Storm Grey)	\$650.00
401374	Low Locker (Black)	\$650.00
401372	Two-Tier Locker (Black)	\$750.00
401286	Two-Tier Locker (Storm Grey)	\$750.00
401325	Locker Single End Panel	\$100.00
401407	Low Locker Single End Panel	\$50.00
400005	Beam Kit 48	\$325.00
400006	Beam 48 Extension Kit	\$275.00
400007	Beam Kit 60	\$375.00
400008	Beam 60 Extension Kit	\$325.00
400009	Beam Kit 72	\$425.00
400010	Beam 72 Extension Kit	\$375.00
Call	QuickFlex Walls™ Door (Glass)	\$1,990.00
Call	QuickFlex Walls™ Doorless	\$1,495.00
Call	QuickFlex Walls™ Panel (Clear)	\$995.00
Call	QuickFlex Walls™ Panel (Clear/Frosted)	\$995.00
Call	QuickFlex Walls™ Panel (Frosted)	\$995.00
Call	QuickFlex Walls™ Panel (Whiteboard/Frosted)	\$995.00
Call	QuickFlex Walls™ Panel (Felt)	\$1,195.00

Beams

Walls

US Product Price Sheet



Privacy Partitions and Privacy

SKU	ITEM	PRICE
45695	Acrylic Accessory Panel 60	\$225.00
42669	Acrylic Modesty Panel 48	\$100.00
42002	Acrylic Modesty Panel 60	\$130.00
400761	Acrylic Privacy Panel 24	\$80.00
400762	Acrylic Privacy Panel 30	\$100.00
45249	Acrylic Privacy Panel 48	\$130.00
43734	Acrylic Privacy Panel 60	\$155.00
401107	Acrylic Shield 30	\$100.00
401108	Acrylic Shield 30 (4 Pack)	\$400.00
400724	Felt Privacy+Modesty Panel 30 (Light Grey)	\$150.00
400766	Felt Privacy+Modesty Panel 30 (Light Grey) (4 Pack)	\$600.00
400755	Felt Privacy+Modesty Panel 48 (Light Grey)	\$180.00
400759	Felt Privacy+Modesty Panel 48 (Light Grey) (4 Pack)	\$720.00
400756	Felt Privacy+Modesty Panel 60 (Light Grey)	\$255.00
400760	Felt Privacy+Modesty Panel 60 (Light Grey) (4 Pack)	\$1,020.00
400156	Felt Privacy+Modesty Panel 60 (4 Pack)	\$1,020.00
400730	Privacy Booth with Integrated Lighting	\$5,500.00

Pricing and product availability are subjected to change. | Tax added in states where required. | Free shipping to the lower 48 states.

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