

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

Allsteel Price List: March 1, 2023  
 Gunlocke Price List: March 1, 2023  
 HBF Price List: January 29, 2023

| 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, Universal Screens, Fit Panels, Mural Desking, Daybook | \$1 - \$100,000       | 69.5%              |
|   | \$100,001 - \$400,000 | 71.0%              |
|   | \$400,001 & Above     | Negotiable         |
| Further Adaptive Supports   | \$1 - \$100,000       | 67.0%              |
|   | \$100,001 - \$400,000 | 68.5%              |
|   | \$400,001 & Above     | Negotiable         |
| Lateral Files, Vertical Files, Storage (Towers, Bookcases, & Cabinets), Align Laterals, Align Storage, Align Credenzas, Stride Storage, Involve Storage, Radii 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, Svelte, O6, and Pli 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, ColHo, 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.<br>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/Assembly          | 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/Assembly 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.