



## Request for Vendor Contract Update

Pursuant to the terms of your awarded vendor contract, all vendors must notify and receive approval from Region 4/OMNIA Partners, Public Sector when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4. Region 4 reserves the right to accept or reject any request.

ASSA Group dba Enwork hereby provides notice of the following update to  
(Vendor Name)

Contract number: R191819 for OMNIA on this date 07/02/2021.  
Contract Title

**Instructions:** Vendors must check all that may apply and shall provide supporting documentation. Place your initials next to each item to confirm that documents are indeed included. Request received without supporting documentation will be returned. Be sure to sign prior to submitting your update for approval. **This form is not intended for use if there is a material change in operations, which may adversely affect members, i.e. assignment, bankruptcy, change of ownership, merger, etc. Please contact a member of the OMNIA Partners Contracting Team to request a "Notice of Material Change to Vendor Contract" form.**

### Authorized Distributors/Dealers

☐ Addition  
☐ Deletion  
☐ Supporting Documentation

### ✓ Price Update

☐ YES Supporting Documentation

### Products/Services

☐ New Addition  
☐ Update Only  
☐ Supporting Documentation

### Discontinued Products/Services

☐ Supporting Documentation

### States/Territories

☐ Supporting Documentation

### Other

☐ Supporting Documentation

Notes: Vendor may include other notes regarding the contract update here: (attach another page if necessary).

**On August 16<sup>th</sup>, 2021 Enwork will be moving from our V.16 to V.17 price list. The contract furniture industry is navigating a fast-moving and complex supply chain, as the global economy begins to recover from the COVID-19 pandemic. Costs for a variety of materials and freight have increased at a rapid rate, with steel costs rising the quickest. We hope these cost increases are temporary, and if corresponding materials decrease, we intend to reduce costs in the future. Supporting documentation included below.**

Submitted By: Brandon Reame

Title: VP of Sales and Marketing

Contact Number: R191819

Email Address: bream@enwork.com

☐ Approved Date 7/9/2021 | 10:57 AM CDT

☐ Denied Date \_\_\_\_\_

DocuSigned by:  
Robert Engelmann  
Region 4 ESC  
0B1D33BB0T30490...

# ENWORK

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

RE: ASSA Group dba Enwork V.16 Price Increase

Dear Mr. Zingelmann,

On August 16th, 2021 Enwork will be implementing our new V.17 price list. The contract furniture industry is navigating a fast-moving and complex supply chain, as the global economy begins to recover from the COVID-19 pandemic. Costs for a variety of materials and freight have increased at a rapid rate, with steel costs rising the quickest. It's expected these increased costs will last well into 2022.

On average most products are increasing 3%. Specific collections were impacted more and prices updated accordingly. Supporting material outlined below.

- Steel cost increase (outlined in the attached iron/ steel PPI report)
- Transportation cost increase (outlined in the attached transportation PPI report)
- Lumber cost increase (outlined in the attached lumber / wood products PPI report)
- Office furniture manufacturing (including fixtures) increase (outlined in the attached PPI report)

Enwork is formally requesting a price increase with OMNIA to our new V.17 price list on 08/16/2021. We hope these cost increases are temporary, and if corresponding materials decrease, we intend to reduce costs in the future.

If you have any questions or concerns, please do not hesitate to contact me directly.

Sincerely,



Brandon Reame  
VP of Sales and Marketing  
[breame@enwork.com](mailto:breame@enwork.com)

# ENWORK

July 1<sup>st</sup>, 2021

Enwork Sales Reps and Dealers,

The contract furniture industry is navigating a fast-moving and complex supply chain, as the global economy begins to recover from the COVID-19 pandemic. Costs for a variety of materials and freight have increased at a rapid rate, with steel costs rising the quickest. It's expected these material costs will last several months, and likely well into 2022.

In response to these unforeseen material and freight cost increases, Enwork is updating prices through a new pricelist. The V17 pricelist will be effective August 16, 2021. The Enwork Design Team will begin quoting V17 prices beginning Tuesday, July 6<sup>th</sup>, and revisions to existing quotes will shift to the new pricing on Monday, July 19<sup>th</sup>.

A pricelist PDF will be available within the next several days at [enwork.com](http://enwork.com). The updated CAP/2020 catalog will be available for download beginning August 1<sup>st</sup>.

Orders entered on August 16<sup>th</sup> and later will be repriced in the new V17 pricing.

We hope these cost increases are temporary, and if corresponding materials decrease, we intend to reduce costs in the future.

Best Regards,



Brandon Reame  
VP Sales & Marketing

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Lowell, MI 49331  
**[enwork.com](http://enwork.com)**

A L W A Y S   A H E A D









