



Request for Contract Update

Pursuant to the terms of contract number R191806 for Jasper Seating Company, Inc. dba 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.

Jasper Seating Company, Inc. dba JSI (Contractor) hereby provides notice of the following update on this date 11/15/2023.

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** Request for contract update

☒ Supporting Documentation

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

I request that healthcare specific product be added to the scope of the Furniture Contract for Omnia Partners. Please see the attached for additional information and details.

Submitted By: Kathy R Vonderheide

Title: Contract Sales Manager

Email Address: kvonderheide@jaspergroup.us.com

☐ **Approved by Email:** Date 11/28/2023 | 3:27 PM CST

☐ **Denied by Email:** Date _____

DocuSigned by:
Robert Engelmann
 Region 4 ESC: _____
 0B1D33BB0130490...



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November 16, 2023

Robert Zingelmann, Contract Manager
Region 4
7145 West Tidwell Road
Houston, TX 77092-2096
615-431-1861 (ofc)
robert.zingelmann@omniapartners.com

RE: Contract # R191806

I am reaching out to you to request that healthcare specific products be added to the scope of the Furniture Contract with the up and coming rebid.

In Q1 of 2024, JSI will be launching patient and provider healthcare products to our furniture offering. The product will include a patient transfer recliner, patient room sleep sofa, modular caseworks, and patient and public/waiting room seating.

JSI currently has approximately \$5-6M annually in sales in the healthcare market for administration and public space areas. We anticipate a large influx in sales in the healthcare vertical once this product launch is completed.

The new products will follow the same internal price structure as all current JSI products, and we intend to apply the same discount structure to the healthcare product as our current Contract R191806 which tiers between 52% and 54% off of list price. Below is an example of the up-and-coming products that will be ready to take order in Q1 2024.

Thank you for your consideration of this request. If you should have any questions or need additional information, please feel free to reach out to me at 800-457-4511 or kvonderheide@jaspergroup.us.com.



CORPORATE OFFICE
225 CLAY STREET
JASPER, INDIANA 47546



800.457.4511 **TOLL FREE**
812.482.3204 **OFFICE**
812.482.1548 **FAX**



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BACKGROUND + GOALS

Healthcare has become a growing market in our industry, creating a need for more facilities and patient furniture. However, this is a difficult vertical market to enter — there's a narrow gateway controlled by a few major contracts. While **existing JSI seating products can already find their way into public lobbies or waiting rooms**, in order to enter the full contract market, we must have furniture designed specifically for patients rooms: **patient seating, patient recliners and sleeper sofas** for families. JSI, in coordination with leading healthcare product designer Mike Shields, is developing these three categories of healthcare products for market entry. We are also introducing a fourth modular **casework package**, designed in-house.

At launch, our goal is to position JSI as a serious player in the healthcare industry, with a full range of smart, solution-oriented products. In subsequent years, we intend to become an industry leader with a full-breadth offering of innovative healthcare solutions.



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UPCOMING HEALTHCARE PRODUCTS



Satisse

Metal seating family with
500 lb static load rating
- linked with Maglinx™ connectors
- guest
- patient
- lounge
- tables



Kyndera

Recliner
- Trans4rm™ sliding arm
- high performance
- lay flat
- trendelenburg



Somna

Sleep sofa
- fold down
- 1" increments



Forge

Modular casework
- clinician's offices
- corporate
- education, etc.

EXISTING JSI PRODUCTS



On the carpet

Kathy R. Vonderheide

Kathy R. Vonderheide,
Contract Sales Manager
Jasper Seating Company, Inc. dba JSI



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