

Request for Contract Update

Pursuant to the terms of contract number R191806	Jasper Seating Company, Inc. dba JSI Contractor must
notify and receive approval from Region 4 ESC when there approved without the prior authorization of Region 4 ESC request.	is an update in the contract. No request will be officially
Jasper Seating Company, Inc. dba JSI (Contractor)	nereby provides notice of the following update on
this date <u>11/15/2023</u> .	
without supporting documentation will be returned. This fo	I shall provide supporting documentation. Requests received arm is not intended for use if there is a material change in unership, merger, etc. Material changes must be submitted in.
☐ Authorized Distributors/Dealers	☐ Price Update
AdditionDeletionSupporting Documentation	Supporting Documentation
☐ Products/Services	Discontinued Products/Services Supporting Documentation
New Addition Update Only	
Supporting Documentation	
States/Territories Supporting Documentation	 Other Request for contract update X Supporting Documentation
Notes: Contractor may include other notes regarding the I request that healthcare specific product be added to Please see the attached for additional information an	the scope of the Furniture Contract for Omnia Partners.
Submitted By: Kathy R Vonderheide Title: Contract Sales Manager	Approved by Email: Date 11/28/2023 3:27 PM CST Denied by Email: Date
Email Address: kvonderheide@jaspergroup.us.com	Region 4 ESC: Region 4 ESC: Robert Eingumann OBID33BB0130490



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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.









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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.

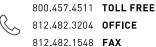
At launch, our goal is to position JSI as a serious player in the healthcare industry, with a full range of smart, solution-oriented products. In subsequent years, we intend to become an industry leader with a full-breadth offering of innovative healthcare solutions.















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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

