



Request for Contract Update

Pursuant to the terms of contract number R191811 for Kimball International Brands, Inc. 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.

Kimball International Brands, Inc. hereby provides notice of the following update on
(Contractor)

this date 11/2/2023.

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

☒ **Products/Services**

_____ X New Addition

_____ Update Only

_____ X Supporting Documentation

☐ **States/Territories**

_____ Supporting Documentation

☐ **Price Update**

_____ Supporting Documentation

☐ **Discontinued Products/Services**

_____ Supporting Documentation

☐ **Other** _____

_____ Supporting Documentation

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

Please see the request to add our new lounge seating lines - Daymora & Kithara.

Pricelist pages and other supporting documentation is attached.

Restate Pricing Page (Updates to Pods, Reintroduction of David Edward as a brand)

Submitted By: Kelli Jenkins

Title: Trade Manager, Strategic Contracts

Email Address: kelli.jenkins@kimballinternational.com

☐ **Approved by Email:** Date 11/6/2023 | 8:09 AM CST

☐ **Denied by Email:** Date _____

DocuSigned by:
Robert Zingelmann
Region 4 ESC: _____
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Press Release

Kimball International Launches New Lounge Solutions Focused on Design

JASPER, IN., October 23, 2023 – Kimball International announces its latest product introductions, specifically designed to add comfort and beauty to workplace, health, and education environments. Through their Kimball and David Edward brands, Kimball International partnered with renowned designers to create two new lounge collections.



Daymora™ by Kimball

Designed by Claudio Bellini, [Daymora](#) is a modern and comfortable lounge collection that includes freestanding and modular seating and occasional tables. With a design that was inspired by clouds, Daymora's pronounced cushions are soft and comforting. The wide, flat piping around the perimeter of the arms, back, and seat conveys sophisticated elegance, while the metal base detail and optional contrasting fabric locations showcase its versatility.

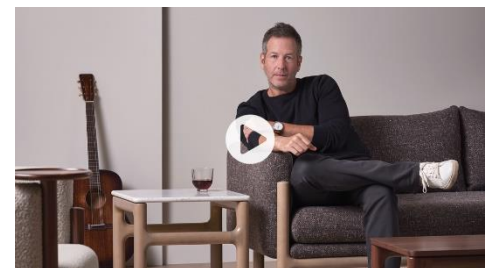
"From the beginning, I wanted something very clean, simple, and minimal. But at the same time sophisticated, unique, and special. We had to find that balance and we achieved it with Daymora. The sofa is really important to shape a space but also to create the right ambiance. Daymora allows people to enjoy a different atmosphere."
– Claudio Bellini



Kithara™ by David Edward

This iconic collection of lounge seating and occasional tables was designed by Brad Ascalon. Crafted with sculpted hardwood frames and refined mortise and tenon joinery, [Kithara](#) features plush cushions, hand-stitched details, and elevated table top materiality options. The collection's balance and harmony echo Ascalon's deep connection to music and his intimate understanding of how design elements generate emotional responses.

"I've always been drawn to music because of its ability to create an emotional connection and evoke a certain atmosphere. I take a similar approach in design – using form, materials, and composition to create an experience that resonates with people." – Brad Ascalon



[Download hi-res images of Daymora and Kithara](#)
[View Daymora Design Video](#)
[View Kithara Design Video](#)

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About Kimball International

[Kimball International](#) is a leading commercial furnishings company with deep expertise in the Workplace, Health, and Hospitality markets. We combine our bold entrepreneurial spirit, a history of craftsmanship, and today's design-driven thinking alongside a commitment to our culture of caring and lasting connections with our customers, employees, and communities. For over 70 years, our brands have seized opportunities to customize solutions into personalized experiences, turning ordinary spaces into meaningful places. Our family of brands includes [Kimball](#), [National](#), [Etc.](#), [Interwoven](#), [Kimball Hospitality](#), [D'style](#), and [David Edward](#). Kimball International, based in Jasper, Indiana, is a business unit of [HNI Corporation](#).

CONTACT Abby Troutman

Communications Manager

Abby.Troutman@kimballinternational.com



Press Release

Kimball International Launches New Pods Category

JASPER, IN., September 26, 2023 – Kimball International recently announced that the PoppinPod Kolo and Om series have found a new home within the National brand. This addition brings a new product category to the company. The move ensures the pod and office phone booth category remains a part of the Kimball International portfolio after its parent company, HNI, completed the sale of Poppin.

"We're seeing the demand for the pod category continue to grow in the post-pandemic office environment," said Michael Roch, Kimball International Chief Customer Officer. "Offering pods within our portfolio is our response to meeting our customers' needs and wants as we continue to put them at the center of our business."

Kolo Pods and Om Pods are perfect for workplace, healthcare, and education environments. With built-in power, comfortable ventilation, mobility, and personalized lighting at the touch of a button, the pods provide a turnkey solution for any space and user need. Featuring an anti-eavesdrop design, Kolo Pods and Om Pods reduce speech intelligibility and dampen sound, meaning stepping inside a pod can prevent confidential conversations from being overheard. From single-person, sit or stand-up pods to larger pods that accommodate up to six guests, as well as an ADA-compliant model, Kolo Pods and Om Pods offer a variety of solutions.

"Our Kolo Pods and Om Pods create spaces where employees and guests can feel comfortable and confident to do their best work," said Roch. "What's more, they are in stock and ready to ship," he added.



The [Kolo Pod](#) offers a quiet space for focused work, one-on-one meetings, and gatherings with up to six people, including an ADA-compliant model.

The [Om Sit Pod](#) and [Om Stand Pod](#) solutions easily accommodate individuals for a quick phone call, lengthy video chat, or anything in between.



[Learn more about National's pod solutions](#)

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CONTACT Abby Troutman

Communications Manager

Abby.Troutman@kimballinternational.com

Omnia Partners - Region 4 ESC - TX
Kimball International Brands, Inc.
Contract # R191811

Effective 10.2.2023

Brand	Category	Description	Current Price Lists	Drop Ship Tier 1 Discount \$0-\$49,999 List Price Per Order	Drop Ship Tier 2 Discount \$50,000 - \$99,999 List Price Per Order	Drop Ship Tier 3 Discount \$100,000 - \$249,999 List Price Per Order	Drop Ship Tier 4 Discount \$250,000+ List Price Per Order
Kimball National Etc. Interwoven David Edward	Freestanding Furniture Seating/Chairs Soft Seating Filing Systems, Storage and Equipment Library Furniture Cafeteria Furniture Audio/Visual Furniture Educational Office Furniture Quick Delivery Products	Desks, Storage, Filing, Training, Side, Meeting Tables, Caseworks, Task, Lounge, Guest, Side Seating, Pods	Kimball Accessory Solutions effective 10.2.23 Kimball Acoustics & Space Dividers effective 10.2.23 Kimball David Edward Collection effective 10.2.23 Kimball Desks & Workstation Solutions effective 10.2.23 Kimball Meeting & Collaboration Solutions effective 10.2.23 Kimball Ready effective 10.2.23 Kimball Seating Solutions effective 10.2.23 National Caseworks 1 effective 10.2.23 National Caseworks 2 effective 10.2.23 National Caseworks Quick Delivery effective 10.2.23 National Seating Quick Delivery effective 10.2.23 National Return to Work effective 10.2.23 National Seating effective 10.2.23 National Tables effective 10.2.23 Etc. effective 10.2.23 Interwoven effective 10.2.23 Pods by National effective 10.2.23	55.0%	55.5%	56.0%	Negotiable
Kimball	Systems Furniture - NARRATE, CETRA, XSITE, FOOTPRINT, WORKABLE, TRAXX/TILES, XSEDE SERIES	Panel systems, workstation components, surfaces, storage, support	Kimball Systems Solutions effective 10.2.23	65.0%	65.0%	67.0%	Negotiable
Kimball	Systems Furniture II - ETARRAN SERIES	Panel systems, workstation components, surfaces, storage, support	etarran™ PANEL SYSTEM Pricelist effective 10.2.2023	62.0%	62.0%	64.0%	Negotiable
Kimball	Filing Systems, Storage and Equipment	Metal lateral & storage files	Kimball Systems Solutions effective 10.2.23	55.0%	55.5%	56.0%	Negotiable

Services	Hourly Rate Range - Non Union Rates
Inside Delivery	Quoted on a per order basis
Basic Installation - Normal Hours	\$60.00 - \$95.00
Basic Installation - After Hours	\$100.00-\$150.00
Reconfiguration Services	Quoted on a per order basis / Locally Negotiated
Design	\$65.00 - \$75.00
Project Management	\$72.00 - \$125.00