



## Request for Contract Update

Pursuant to the terms of contract number R191811 for National Office Furniture 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.

National Office Furniture Inc hereby provides notice of the following update on  
(Contractor)

this date 2.20.2023.

**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**  
X New Addition  
X Update Only  
X Supporting Documentation

**Discontinued Products/Services**  
X Supporting Documentation

**States/Territories**  
\_\_\_\_ Supporting Documentation

**Other** Amend Appendix A #10  
\_\_\_\_ Supporting Documentation

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

\_\_\_\_ Kindly see the attached synopsis for the list of proposed updates including: \_\_\_\_\_  
\_\_\_\_ Product Additions, Deletions, Revisions \_\_\_\_\_  
\_\_\_\_ Updated Pricing Matrix \_\_\_\_\_  
\_\_\_\_ Request to Amend Language of Appendix A, #10 - Adding Authorized Distributors/Dealers \_\_\_\_\_

Submitted By: Kelli Jenkins

**Approved by Email:** Date 2/21/2023 | 8:38 AM CST

Title: Trade Manager, Strategic Contracts

**Denied by Email:** Date \_\_\_\_\_

Email Address: Kelli.Jenkins@KimballInternational.com

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



Kimball NATIONAL. & etc. interwoven poppin.

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

Region 4/OMNIA Partners Proposed Updates for Kimball International Contract R191811:

- New Lines (Brand Overview Attached)
  - Kimball Brand
    - Includes a New Category - Systems
  - Interwoven Brand
  - Poppin Brand
  - New Products Added to the National & Etc. Brands (Already on Contract)
    - Grin Tables – National (Brochure & Price List Attached)
    - Chaddy – National (Brochure & Price List Attached)
- Revised Lines
  - Toss Bean Bags enhancements & addition of 42” round bean bag model – National (Brochure & Price List Attached)
  - Deletion of Waveworks Metal Models WW1836LFF5DM, WW2454VHHL2M, WW2454VHHRM2M - National
- Discontinued Lines
  - Triumph Series – National (2022 Deletion)
  - Cowabunga Series – Etc. (2023 Deletion)
  - Deker Side Chair – Etc. (2023 Deletion)
- Price Matrix – Revised & Attached
- Request to amend Appendix A, #10, Adding Authorized Distributors/Dealers: Request to update the language to allow for authorized distributor/dealers to receive purchase orders and payments:

Current language under R191811 – Furniture, Installation and Related Services:

**10) Adding Authorized Distributors/Dealers.** Contractor is prohibited from authorizing additional distributors or dealers, other than those identified at the time of submitting their proposal, to sell under the Contract without notification and prior written approval from Region 4 ESC. Contractor must notify Region 4 ESC each time it wishes to add an authorized distributor or dealer. Purchase orders and payment can only be made to the Contractor unless otherwise approved by Region 4 ESC. Pricing provided to members by added distributors or dealers must also be less than or equal to the Contractor's pricing.

Update the language to allow for authorized distributor/dealers to receive purchase orders and payments:



Kimball NATIONAL. **&c.** interwoven **poplin.**

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## Overview of the Kimball International Brands

**Kimball** - With Kimball, every detail matters. Kimball partners with you to craft an elegant balance of timeless design within the evolving workplace while embodying your company culture. Trends may come and go, but quality design and craftsmanship stand the test of time. At Kimball, our mission is to change the way work is done by turning the spaces you envision into the places you love. With our rich history of crafting thoughtfully-designed, quality products, we're a partner that will elevate the experience of creating places that support the work you do today — and tomorrow.

**National** - National transforms work spaces to work *places* where you feel like you belong. National understands the professional workforce expects their workplace to fit their lifestyle and personality, and oftentimes sees this as an extension of themselves. In addition, through our research, we heard a repeated message that adaptability is also a key component to creating successful spaces. Elements of the office should be designed to give a company the ability to evolve and change over time.

**Etc.** - The Etc. portfolio bridges the gap between work and home with products that reflect the latest in design allowing you to crush on evolving trends and update your space as quickly as styles change. Etc. has an eclectic soul, filled with swoon-worthy solutions that run the gamut from offbeat and quirky to homey and cozy. Etc. tackles any design challenge with sass, style, and smart solutions. We have carefully selected designers and vendor partners, as well as developed our own products, and have connected all those together into a supply chain that makes it easier on you. It plays to the strengths of the entire Kimball International sales, service, logistics, and manufacturing systems. Quick, on-time, damage free delivery is just one perk... Etc. has products that can even deliver direct to your doorstep.

**Interwoven** - Kimball International saw a need within our family of brands to create a dedicated brand, totally focused on developing products to support healthcare spaces. From that, Interwoven was born, launching in January of 2021. Interwoven understands that health is a unique market; with the right expertise, products, and solutions, we enhance every experience that can impact care and outcomes. Interwoven is backed by a team that is fully dedicated to health, formed with deep expertise and passion for the industry.

**Poppin** – The newest addition to the Kimball International portfolio, Poppin is designed to be the effortless one-stop solution for your entire workspace. Our breadth of colors lets you express yourself in your favorite shade or brand your office in your company color. The Poppin Furniture Collection was designed with the changing workspace in mind. Every piece of furniture is simple to assemble, effortless to scale for growing teams, and ready to ship at a moment's notice.

For more information on our brands, please visit [kimballinternational.com](http://kimballinternational.com)

**Omnia Partners - Region 4 ESC - TX**  
**Kimball International**  
**Contract # R191811**

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 Poppin (Pods Only)	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 10.3.22 Kimball Acoustics & Space Dividers effective 10.3.22 Kimball David Edward Collection effective 10.3.22 Kimball Desks & Workstation Solutions effective 10.3.22 Kimball Meeting & Collaboration Solutions effective 10.3.22 Kimball Ready effective 10.3.22 Kimball Seating Solutions effective 10.3.22 National Caseworks 1 effective 10.3.22 National Caseworks 2 effective 10.3.22 National Caseworks Quick Delivery effective 10.3.22 National Seating Quick Delivery effective 10.3.22 National Return to Work effective 10.3.22 National Seating effective 10.3.22 National Tables effective 10.3.22 Etc. effective 10.3.22 Interwoven effective 10.3.22 PoppinPro effective 11.1.22	55.0%	55.5%	56.0%	Negotiable
Poppin (Remainder of Product Offering)	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,	PoppinPro effective 11.1.22	55.0%	55.5%	56.0%	Negotiable
Kimball	Systems Furniture	Panel systems, workstation components, surfaces, storage, support	Kimball Systems Solutions effective 10.3.22	65.0%	65.0%	67.0%	Negotiable
Kimball	Filing Systems, Storage and Equipment	Metal lateral & storage files	Kimball Systems Solutions effective 10.3.22	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
Design	\$65.00 - \$75.00
Project Management	\$72.00 - \$125.00