



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.

Vari Sales Corporation _____ hereby provides notice of the following update to
(Vendor Name)

Contract number: R221004 for Ergonomic Workplace Solutions on this date March 30, 2023.
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
 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).

Please see the attached letter from our Sr. Vice President of Sales. Thank you.

Submitted By: Pamela Pletz

Title: Contracts Manager

972-512-4947
Contact Number: _____
Email Address: pamela.pletz@vari.com

Approved Date 2/21/2023 | 8:53 AM CST
 Denied Date _____

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

Hello,

At Vari®, we take pride in offering fair, consistent, and transparent pricing to all our fans. We are all experiencing record inflation and overall increased costs. Here at Vari, we have done our best to absorb those costs and not pass them along to you, our client. We have tried to mitigate costs by aggressively negotiating the cost of freight, warehousing, and raw materials and by improving packaging efficiencies to maximize our container load.

However, inflation and the overall cost of doing business has spiked in a way that we cannot continue to fully absorb. Due to the sharp increase in cost—specifically rising logistics costs at domestic ports, increased warehousing costs, and increased labor costs—we are implementing a moderate price increase on some of our products.

On March 30, 2023, this price increase with a weighted average of 4.85% will take effect. All SKU-level details are attached for your consideration. Any quote provided with previous pricing will be honored for 30 days. The expiration date can be found on your quote.

Vari production and product transportation have been directly impacted by the cost of multiple factors over the last several months, including the cost of domestic freight, which has risen by 7% and warehouse storage costs, which have risen by almost 7%. In addition, wages have increased by 5%, benefit costs have increased by 4.9%, and labor costs have increased by as much as 6%. Many other furniture manufacturers have increased prices two to three times per year.

In positive news, we are happy to share that effective March 30, 2023, the 5% temporary surcharge that was previously added to project quotes will be removed. All new projects that are quoted on March 30, 2023, and after will no longer have a temporary surcharge applied.

As always, we thank you for your business and partnership, and are dedicated to bringing you the best products, innovation, service, and value. This increase will support our continued delivery on this commitment. Should you have any questions, please contact your Vari sales representative or the Vari Contracts Team (contracts@vari.com).

Sincerely,

Kevin Wierenga
Senior Vice President, Sales

US Product Price Sheet

vari®

	SKU	ITEM	CURRENT PRICE	10%
SIT-STAND CONVERTERS	49742	VariDesk® Laptop 30™ (Black)		
	49357	VariDesk® ProPlus™ 30 (Black)		
	43457	VariDesk® ProPlus™ 30 (Black)		
	42431	VariDesk® ProPlus™ 36 (Black)		
	49856	VariDesk® ProPlus™ 36 (Black)		
	49857	VariDesk® ProPlus™ 36 (White)		
	49358	VariDesk® ProPlus™ 48 (Black)		
	49858	VariDesk® ProPlus™ 48 (Black)		
	49362	VariDesk® Cube Corner® 36 (Black)		
	45007	VariDesk® Cube Corner® 36 (Black)		
	45198	VariDesk® Cube Corner® 36 (Black)		
	49884	VariDesk® Cube Plus® 40 (Black)		
	45015	VariDesk® Tall 40 (Black)		
	DESKS AND TABLES	400819	Electric Standing Desk 48x30 (Butcher Block)	
400818		Electric Standing Desk 48x30 (Reclaimed Wood)		
400821		Electric Standing Desk 48x30 (Black)		
400820		Electric Standing Desk 48x30 (Darkwood)		
400802		Electric Standing Desk 48x30 (White)		
401439		Electric Standing Desk 60x24 (Black) - G2		
401435		Electric Standing Desk 60x24 (Butcher Block) - G2		
401437		Electric Standing Desk 60x24 (Darkwood) - G2		
401384		Electric Standing Desk 60x24 (Reclaimed Wood) - G2		
401442		Electric Standing Desk 60x24 (White) - G2		
400814		Electric Standing Desk 60x30 (Butcher Block)		
400803		Electric Standing Desk 60x30 (Reclaimed Wood)		
400816		Electric Standing Desk 60x30 (Black)		
400815		Electric Standing Desk 60x30 (Darkwood)		
400817		Electric Standing Desk 60x30 (White)		
401615		Curve Electric Standing Desk (Black)		
401140		Electric Standing Desk 72x30 (Black)		
401138		Electric Standing Desk 72x30 (Butcher Block)		
401139		Electric Standing Desk 72x30 (Darkwood)		
401137		Electric Standing Desk 72x30 (Reclaimed Wood)		
401087		Electric Standing Desk 72x30 (White)		
401075		Electric Standing Desk 48x30 + Tray (Butcher Block)		
401074		Electric Standing Desk 48x30 + Tray (Reclaimed Wood)		
401077		Electric Standing Desk 48x30 + Tray (Black)		
401076		Electric Standing Desk 48x30 + Tray (Darkwood)		
401078		Electric Standing Desk 48x30 + Tray (White)		
401465		Electric Standing Desk 60x24 + Tray (Black) - G2		
401463		Electric Standing Desk 60x24 + Tray (Butcher Block) - G2		
401464		Electric Standing Desk 60x24 + Tray (Darkwood) - G2		
401462		Electric Standing Desk 60x24 + Tray (Reclaimed Wood) - G2		
401466		Electric Standing Desk 60x24 + Tray (White) - G2		
401080		Electric Standing Desk 60x30 + Tray (Butcher Block)		
401079		Electric Standing Desk 60x30 + Tray (Reclaimed Wood)		
401082		Electric Standing Desk 60x30 + Tray (Black)		
401081		Electric Standing Desk 60x30 + Tray (Darkwood)		
401083		Electric Standing Desk 60x30 + Tray (White)		
401401	Electric Standing Desk 72x30 + Tray (Reclaimed Wood)			
401402	Electric Standing Desk 72x30 + Tray (Butcher Block)			
401403	Electric Standing Desk 72x30 + Tray (Darkwood)			
401404	Electric Standing Desk 72x30 + Tray (Black)			
401405	Electric Standing Desk 72x30 + Tray (White)			

US Product Price Sheet

vari®

	SKU	ITEM	CURRENT PRICE	10%
DESKS AND TABLES (continued)	401977	Table 48x24 (White) w/o Cable Tray		
	401975	Table 48x24 (Butcher Block) w/o Cable Tray		
	401976	Table 48x24 (Reclaimed Wood) w/o Cable Tray		
	401983	Table 60x24 (White) w/o Cable Tray		
	401980	Table 60x24 (Butcher Block) w/o Cable Tray		
	401982	Table 60x24 (Reclaimed Wood) w/o Cable Tray		
	401978	Table 60x24 (Black) w/o Cable Tray		
	401979	Table 60x24 (Black) w/o Cable Tray		
	401981	Table 60x24 (Darkwood) w/o Cable Tray		
	45622	Table 48x24 (White)		
	45756	Table 48x24 (Butcher Block)		
	46000	Table 48x24 (Reclaimed Wood)		
	46010	Table 60x24 (White)		
	41888	Table 60x24 (White)		
	46077	Table 60x24 (Butcher Block)		
	46100	Table 60x24 (Reclaimed Wood)		
	46292	Table 60x24 (Darkwood)		
	42205	Table 60x24 (Darkwood)		
	43188	Table 60x24 (Black)		
	41887	Table 60x24 (Black)		
	46293	Table 60x30 (White)		
	401329	Table 60x30 (White)		
	46110	Table 60x30 (Butcher Block)		
	46133	Table 60x30 (Reclaimed Wood)		
	401327	Table 60x30 (Reclaimed Wood)		
	401617	Table 60x30 (Black)		
	401177	Flip Top Training Table 5' (Black)		
	401252	Flip Top Training Table 5' (White)		
	401375	Flip Top Training Table 6' (Black)		
	401376	Flip Top Training Table 6' (White)		
	43190	Conference Table (Reclaimed Wood)		
	401050	Conference Table (Butcher Block)		
	401051	Conference Table (White)		
	401610	Conference Table (Black)		
	43653	Standing Conference Table (Butcher Block)		
	43762	Standing Conference Table (Reclaimed Wood)		
	43312	Standing Conference Table (White)		
	401611	Standing Conference Table (Black)		
	46188	Standing Meeting Table (Butcher Block)		
	46190	Standing Meeting Table (Reclaimed Wood)		
	46218	Standing Round Table (Butcher Block)		
	46227	Standing Round Table (Reclaimed Wood)		
	401814	Standing Round Table (White)		
	401815	Round Table (Butcher Block)		
	401816	Round Table (Reclaimed Wood)		
	401813	Round Table (White)		
	45253	Standing Work Table 60x30 (Reclaimed Wood)		

US Product Price Sheet

vari®

	SKU	ITEM	CURRENT	PRICE	10%
MATS	49866	Standing Mat 34x20			
	400780	Standing Mat 36x24			
MONITOR ARMS	48003	Dual-Monitor Arm			
	48002	Single-Monitor Arm			
	41513	Dual-Monitor Arm 180 Degree			
	48017	Monitor Arm + Laptop Stand			
LIGHTING AND POWER	42686	LED Task Lamp + Wireless Charger (Black)			
	43369	Power Hub			
	401797	Power Hub			
	42007	Power Strip 8ft			
	43148	Power Strip 15ft			
	400645	Power Strip 25ft			
	43158	Power Strip 25ft			
SEATING	400767	Active Seat			
	401493	Task Chair (Black)			
	401537	Task Chair (Grey)			
	401494	Task Chair w/Headrest (Black)			
	401538	Task Chair w/Headrest (Grey)			
	401495	Drafting Chair (Black)			
	401539	Drafting Chair (Grey)			
	47257	Metal Conference Chair (Set of 2)			
	47258	Wood Conference Chair (Slate) (Set of 2)			
	47330	Meeting Stool (Slate) (Set of 2)			
	401104	Nesting Chair (Black) (Set of 2)			
	401037	Side Chair (Sand Grey)			
	401382	Side Chair (Shadow Grey)			
	401794	Side Chair (Toffee)			
	401387	Tall Side Chair (Sand Grey)			
	401383	Tall Side Chair (Shadow Grey)			
	401801	Tall Side Chair (Toffee)			
	401530	Upholstered Desk Chair (Sterling Grey)			
	401531	Upholstered Desk Chair (Azure Blue)			
	43285	Performance Task Chair			
	401561	Upholstered Conference Chair			
	43446	High Back Conference Chair			
	401551	Executive Task Chair			
STORAGE	400742	File Cabinet (Slate)			
	400719	File Cabinet (White)			
	401555	Lateral File Cabinet (Slate)			
	400718	Slim File Cabinet (Slate)			
	400744	Slim Storage Seat			
	401461	Hanging Desk Cubby (GSA)			
	400743	Storage Seat			

US Product Price Sheet

vari®

	SKU	ITEM	CURRENT PRICE	10%	
EXECUTIVE COLLECTION	401655	Executive Storage Cabinet (Neowalnut)			
	401633	Executive Storage Cabinet (White)			
	401664	Executive Electric Standing Desk Modesty Panel 60" (Neowalnut)			
	401663	Executive Electric Standing Desk Modesty Panel 60" (White)			
	401777	Executive Electric Standing Desk Lower Modesty Panel 60" (Neowalnut)			
	401778	Executive Electric Standing Desk Lower Modesty Panel 60" (White)			
	401646	Executive Electric Standing Desk Modesty Panel 72" (Neowalnut)			
	401641	Executive Electric Standing Desk Modesty Panel 72" (White)			
	401779	Executive Electric Standing Desk Lower Modesty Panel 72" (Neowalnut)			
	401780	Executive Electric Standing Desk Lower Modesty Panel 72" (White)			
	401765	Executive Electric Standing Desk Base (Neowalnut)			
	401766	Executive Electric Standing Desk Base (White)			
	401653	Executive File Cabinet (Neowalnut)			
	401632	Executive File Cabinet (White)			
	401654	Executive Lateral File Cabinet (Neowalnut)			
	401625	Executive Lateral File Cabinet (White)			
	401656	Executive Bookshelf (Neowalnut)			
	401634	Executive Bookshelf (White)			
	401652	Executive Overhead Cabinet (Neowalnut)			
	401636	Executive Overhead Cabinet (White)			
	401651	Executive Wardrobe Cabinet (Neowalnut)			
	401635	Executive Wardrobe Cabinet (White)			
	401767	Executive Joining Bracket Set			
	PANELS AND DIVIDERS	400761	Acrylic Privacy Panel 24		
		400762	Acrylic Privacy Panel 30		
		45249	Acrylic Privacy Panel 48		
		43734	Acrylic Privacy Panel 60		
		45695	Acrylic Accessory Panel 60		
		42669	Acrylic Modesty Panel 48		
		42002	Acrylic Modesty Panel 60		
		401536	Acrylic Modesty Panel 72		
		400724	Felt Privacy + Modesty Panel 30		
		400766	Felt Privacy + Modesty Panel 30 (4 Pack)		
400755		Felt Privacy + Modesty Panel 48			
400759		Felt Privacy + Modesty Panel 48 (4 Pack)			
400756		Felt Privacy + Modesty Panel 60			
400760		Felt Privacy + Modesty Panel 60 (4 Pack)			
401369		Flip Top Training Table Modesty Panel 5'			
401370		Flip Top Training Table Modesty Panel 6'			
MARKER BOARDS		400351	Glass Board 72x48		
	42461	Mobile Glass Board 40x72			

US Product Price Sheet

vari®

	SKU	ITEM	CURRENT	PRICE	10%	
BEAMS	400005	Beam Kit 48				
	400006	Beam 48 Extension Kit				
	400007	Beam Kit 60				
	400008	Beam 60 Extension Kit				
	400009	Beam Kit 72				
	400010	Beam 72 Extension Kit				
	400509	3' Power Whip (Liquid Tight)				
	400510	4' Power Whip (Liquid Tight)				
	400511	6' Power Whip (Liquid Tight)				
	400512	10' Power Whip (Liquid Tight)				
	400513	12' Power Whip (Liquid Tight)				
	400514	15' Power Whip (Liquid Tight)				
	400515	18' Power Whip (Liquid Tight)				
	400516	20' Power Whip (Liquid Tight)				
	400517	24' Power Whip (Liquid Tight)				
	400518	25' Power Whip (Liquid Tight)				
	400846	6' Extra Flex Whip				
	400847	12' Extra Flex Whip (9/16")				
	401540	48" Dekko Power Pack - Starter Kit				
	401541	48" Dekko Power Pack - Extension Kit				
	401542	60" Power Pack - Starter Kit				
	401543	60" Power Pack - Extension Kit				
	401544	72" Power Pack - Starter Kit				
	401545	72" Power Pack - Extension Kit				
	401547	Receptacle 1 Pack (3+1)				
	401548	Receptacle 2 Pack (3+1)				
	401549	Receptacle 3 Pack (3+1)				
	401550	Receptacle 20 amp Pack (2+2)				
	400848	18' Extra Flex Whip (9/16")				
	PRIVACY BOOTH	401556	Privacy Booth			
	MODULAR COLLECTION	400614	Armless Seat (Deep Grey)			
		400580	Armless Seat (Grey)			
		400613	Armless Seat (Navy)			
401394		Armless Seat (Silver Grey)				
401044		Armless Seat (Aqua Green)				
400616		Corner Seat (Deep Grey)				
400582		Corner Seat (Gray)				
400615		Corner Seat (Navy)				
401393		Corner Seat (Silver Grey)				
401043		Corner Seat (Aqua Green)				
400618		Sectional Ottoman (Deep Gray)				
400583		Sectional Ottoman (Gray)				
400617		Sectional Ottoman (Navy)				
401395		Sectional Ottoman (Silver Grey)				
401045		Sectional Ottoman (Aqua Green)				
401744		Laptop Side Table				
400581		Sectional Table				

US Product Price Sheet

vari®

	SKU	ITEM	CURRENT	PRICE	10%
CLASSIC COLLECTION	400720	Three-Seat Sofa (Deep Grey)			
	401390	Three-Seat Sofa (Silver Grey)			
	401392	Three-Seat Sofa (Shadow Grey Faux Leather)			
	400611	Lounge Chair (Navy)			
LOUNGE COLLECTION	400587	Small Ottoman (Navy)			
	400588	Small Ottoman (Light Gray)			
	400589	Small Ottoman (Green)			
	400590	Small Ottoman (Light Blue)			
	401030	Small Ottoman (Sand Grey)			
	401031	Small Ottoman (Shadow Grey)			
	400585	Large Ottoman (Navy)			
	400586	Large Ottoman (Light Gray)			
	401026	Large Ottoman (Sand Grey)			
	401028	Large Ottoman (Shadow Grey)			
CASUAL MEETING COLLECTION	400713	Arm Chair (Deep Grey)			
	400592	Arm Chair (Navy)			
	400689	Round Coffee Table			
	400602	Round Side Table			
CONVERSATION COLLECTION	401396	Arm Chair (Sand Grey)			
	401015	Arm Chair (Shadow Grey)			
	401017	Pedestal Side Table			
QUIET SEATING COLLECTION	400593	High Back Sofa (Light Gray/Navy Accent)			
	400603	Lounge Table			
PRIVATE SEATING COLLECTION	401048	High Back Chair (Deep Grey/Light Blue)			
	401049	High Back Chair (Navy/Light Grey)			
	401795	High Back Chair (Toffee/Onyx)			
HUDDLE COLLECTION	401040	High Back Lounge Chair (Burnt Orange)			
	401381	High Back Lounge Chair (Shadow Grey)			
	401021	Large Nesting Table			
	401409	Small Nesting Table			
CONTEMPORARY COLLECTION	401042	Contemporary Three-Seat Sofa (Sandstone)			
	401388	Contemporary Three-Seat Sofa (Silver Grey)			
	401803	Contemporary Chair (Deep Grey)			
	401016	Contemporary Coffee Table			

US Product Price Sheet

vari®

	SKU	ITEM	CURRENT PRICE	10%	
WALLS	Call	QuickFlex Walls™ Panel (Clear)			
	Call	QuickFlex Walls™ Panel (Clear/Frosted)			
	Call	QuickFlex Walls™ Panel (Frosted)			
	Call	QuickFlex Walls™ Panel (Whiteboard/Frosted)			
	Call	QuickFlex Walls™ Panel (Felt)			
	Call	QuickFlex Walls™ Door (Glass)			
	Call	QuickFlex Walls™ Door (Frosted)			
	Call	QuickFlex Walls™ Doorless (Clear)			
	Call	QuickFlex Walls™ Doorless (Clear/Frosted)			
	Call	QuickFlex Walls™ Doorless (Frosted)			
	Call	QuickFlex Walls™ Doorless (Whiteboard/Frosted)			
	Call	QuickFlex Walls™ Doorless (Felt)			
	OVERHEAD LIGHTING	400770	Halo Hardwire 31 Natural White		
		400857	Halo Hardwire 31 Warm White		
400858		Halo Hardwire 40 Natural White			
400859		Halo Hardwire 40 Warm White			
ESSENTIAL COLLECTION		401720	Essential Vertical Lift 30		
	401623	Essential 30 (Black)			
	401624	Essential 36 (Black)			
	401527	Essential File Cabinet (White)			
	401528	Essential File Cabinet (Black)			
	401512	Essential Electric Standing Desk 48x24 (Hazel Wood)			
	401504	Essential Electric Standing Desk 48x24 (Black)			
	401511	Essential Electric Standing Desk 48x24 (White)			
	400741	Essential Active Stool			
	401529	Essential Task Chair (Black)			