



CONTRACT MODIFICATION

MODIFICATION # 11

ISSUE DATE: February 29, 2024

REFERENCE: Title: Educational, Classroom, Miscellaneous Support Furniture and Related Products and Services

Contract #: R-TC-18004
Contractor: Virco, Inc.
Period of Contract: January 1, 2024 through December 31, 2024
Modification Effective Date: January 8, 2024

Modify the above referenced contract as follows:

Change to Contract Number R-TC-18004, dated November 1, 2017:

Update to contractor's Percentage Discount for Manufacturer's Price List by Dollar Volume, as per Attachment A titled "Zone Discount Update: Dated January 8, 2024", reflecting updates to the following zones:

- Zone 5 KS, MO, OK
- Zone 8 TX, MS, LA, AL
- Zone 12 AZ, NM
- Zone 13 WA, OR
- Zone 14 DC, WV, PA, VA
- Zone 9 (Arkansas)
- Zone 10 (California)
- Zone 14F (Fairfax Co & Prince William County)

Except for the changes provided herein, all other terms and conditions of this contract remain unchanged and in full force and effect.

Brian M. Hall
Senior Buyer

Attachment: Zone Discount Update: Dated January 8, 2024, Attachment A

It is mutually agreed that the contract shall be modified, and all terms and conditions in the original contract shall remain the same.

VIRCO, INC:

Patricia L. Quinones
Signature
Patricia L. Quinones, Chief Administrative Officer
Print Name and Title
March 1, 2024
Date
pattyquinones@virco.com
Email
800-448-4726 ext. 2653
Phone

PRINCE WILLIAM COUNTY PUBLIC SCHOOLS:

Colleen Keener
Signature
Colleen Keener, CPPB, CPCP, VCO, VCA
Supervisor of Purchasing
March 4, 2024
Date

MODIFICATION # 11

Title: Educational, Classroom, Miscellaneous Support Furniture and Related Products and Services
Contract #: R-TC-18004
Contractor: Virco, Inc.
Period of Contract: January 1, 2024 through December 31, 2024
Modification Effective Date: January 8, 2024

Zone Discount Update: Dated January 8, 2024

Attachment A

Manufacturer's Name	Dollar Volume	Delivered Tailgate	New Discount	Inside Delivery	New Discount	Delivered & Installed	New Discount
Virco Inc. Zone 5 KS, MO, OK	\$0 to \$1,000	65.0%	65.7%	58.0%	60.6%	20.0%	57.1%
	\$1,001 to \$4,000	66.0%	66.7%	62.6%	61.7%	20.0%	58.4%
	\$4,001 to \$15,000	69.5%	71.6%	66.5%	67.3%	61.9%	64.4%
	\$15,001 to \$40,000	71.0%	72.1%	69.6%	69.3%	65.2%	66.5%
	\$40,001 to \$100,000	72.0%	72.6%	70.6%	69.8%	66.4%	67.0%
	\$100,001 to \$250,000	73.4%	74.0%	70.1%	72.7%	68.1%	70.1%
	\$250,001 and up negotiated						

Manufacturer's Name	Dollar Volume	Delivered Tailgate	New Discount	Inside Delivery	New Discount	Delivered & Installed	New Discount
Virco Inc. Zone 8 TX, MS, LA, AL	\$0 to \$1,000	65.5%	65.7%	58.6%	65.7%	20.0%	57.1%
	\$1,001 to \$4,000	66.5%	66.7%	63.2%	66.7%	58.1%	58.4%
	\$4,001 to \$15,000	71.0%	71.6%	68.1%	71.6%	63.8%	64.4%
	\$15,001 to \$40,000	71.5%	72.1%	70.1%	72.1%	65.8%	66.5%
	\$40,001 to \$100,000	72.5%	72.6%	69.0%	72.6%	67.0%	67.0%
	\$100,001 to \$250,000	73.9%	74.0%	72.6%	74.0%	68.7%	70.1%
	\$250,001 and up negotiated						

Manufacturer's Name	Dollar Volume	Delivered Tailgate	New Discount	Inside Delivery	New Discount	Delivered & Installed	New Discount
Virco Inc. Zone 12 AZ, NM	\$0 to \$1,000	65.50%	65.7%	58.60%	60.6%	20.00%	57.1%
	\$1,001 to \$4,000	66.50%	66.7%	63.20%	61.7%	58.10%	58.4%
	\$4,001 to \$15,000	71.00%	71.6%	68.10%	71.6%	63.80%	64.4%
	\$15,001 to \$40,000	71.50%	72.1%	70.10%	72.1%	65.80%	66.5%
	\$40,001 to \$100,000	72.50%	72.6%	69.00%	72.6%	67.00%	67.0%
	\$100,001 to \$250,000	73.90%	74.0%	72.60%	74.0%	68.70%	70.1%
	\$250,001 and up negotiated						

Manufacturer's Name	Dollar Volume	Delivered Tailgate	New Discount	Inside Delivery	New Discount	Delivered & Installed	New Discount
Virco Inc. Zone 13 WA, OR	\$0 to \$1,000	62.5%	65.7%	55.0%	60.6%	20.0%	57.1%
	\$1,001 to \$4,000	63.5%	66.7%	59.9%	61.7%	54.4%	58.4%
	\$4,001 to \$15,000	67.5%	71.6%	64.3%	67.3%	59.4%	64.4%
	\$15,001 to \$40,000	70.0%	72.1%	68.5%	69.3%	64.0%	66.5%
	\$40,001 to \$100,000	71.0%	72.6%	69.6%	69.8%	65.2%	67.0%
	\$100,001 to \$250,000	72.5%	74.0%	71.1%	72.7%	67.0%	70.1%
	\$250,001 and up negotiated						

Manufacturer's Name	Dollar Volume	Delivered Tailgate	New Discount	Inside Delivery	New Discount	Delivered & Installed	New Discount
Virco Inc. Zone 14 DC, WV, PA, VA	\$0 to \$1,000	64.0%	65.7%	56.8%	60.6%	20.0%	57.1%
	\$1,001 to \$4,000	65.0%	66.7%	61.5%	61.7%	56.3%	58.4%
	\$4,001 to \$15,000	68.5%	71.6%	65.4%	67.3%	60.6%	64.4%
	\$15,001 to \$40,000	70.5%	72.1%	69.0%	69.3%	64.6%	66.5%
	\$40,001 to \$100,000	71.5%	72.6%	70.1%	69.8%	65.8%	67.0%
	\$100,001 to \$250,000	72.9%	74.0%	71.5%	72.7%	67.5%	70.1%
	\$250,001 and up negotiated						

Manufacturer's Name	Dollar Volume	Delivered Tailgate	New Discount	Inside Delivery	New Discount	Delivered & Installed	New Discount
Virco Inc. Zone 9 (Arkansas)	\$0 to \$1,000	65.0%	65.7%	61.0%	62.3%	57.5%	58.8%
	\$1,001 to \$4,000	66.0%	66.7%	62.6%	63.3%	58.5%	60.0%
	\$4,001 to \$15,000	69.5%	71.6%	66.5%	68.7%	63.5%	65.9%
	\$15,001 to \$40,000	71.0%	72.1%	68.0%	70.7%	65.0%	67.9%
	\$40,001 to \$100,000	72.0%	72.6%	70.5%	71.2%	66.5%	68.4%
	\$100,001 to \$250,000	72.0%	74.0%	70.5%	72.7%	66.5%	71.4%
	\$250,001 and up negotiated						

Manufacturer's Name	Dollar Volume	Delivered Tailgate	New Discount	Inside Delivery	New Discount	Delivered & Installed	New Discount
Virco Inc. Zone 10 (California)	\$0 to \$1,000	62.5%	65.7%	58.7%	62.3%	55.0%	58.8%
	\$1,001 to \$4,000	63.5%	66.7%	59.8%	63.3%	56.2%	60.0%
	\$4,001 to \$15,000	67.5%	71.6%	64.2%	68.7%	61.0%	65.9%
	\$15,001 to \$40,000	70.0%	72.1%	68.5%	70.7%	65.5%	67.9%
	\$40,001 to \$100,000	71.0%	72.6%	69.5%	71.2%	66.6%	68.4%
	\$100,001 to \$250,000	72.5%	74.0%	71.1%	72.7%	68.4%	71.4%
	\$250,001 and up negotiated						

SPECIAL CONTRACTS

Manufacturer's Name	Dollar Volume	Delivered Tailgate	New Discount	Inside Delivery	New Discount	Delivered & Installed	New Discount
ZONE 14F (Fairfax Co & Prince William County)							
	\$0 - \$250K	72.9%	74.0%	71.5%	72.7%	67.5%	70.1%