



CONTRACT MODIFICATION

MODIFICATION # 12

ISSUE DATE: April 25, 2022

REFERENCE: Title: Educational, Classroom, Miscellaneous Support Furniture and Related Products and Services
Contract #: R-TC-18004
Contractor: Virco, Inc.
Period of Contract: November 1, 2017 through December 31, 2024
Modification Effective Date: March 11, 2024

Modify the above referenced contract as follows:

Change to Contract Number R-TC-18004, section 2, CONTRACT DOCUMENTS; sub-section 2.2, Memorandum of Negotiations, dated November 1, 2017, item b., the Contractor's Proposal, dated August 14, 2017, tabbed section number 3, Proposal & Organization Profile, by replacing Page 2, *Named Partners and Catalog Partners List* with attached Vendor Partner Request, dated March 11, 2024.

All future changes to the *Named Partners and Catalog Partners List* will be issued by formal Contract Modification.

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

Attachments: Vendor Partner Request, March 11, 2024

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:

Signature

Patricia L. Quinones, Chief Administrative Officer

Print Name and Title

April 26, 2024

Date

pattyquinones@virco.com

Email

800-448-4726, ext. 1480

Phone

PRINCE WILLIAM COUNTY PUBLIC SCHOOLS:

Signature

Colleen Keener, NIGP-CPP, CPPB, CPCP, VCO, VCA

Supervisor of Purchasing

April 26, 2024

Date

PRINCE WILLIAM COUNTY PUBLIC SCHOOLS
RFP #: R-TC-18004

The following vendors and manufacturers are included in our proposal. The Named Partners will be identified in Virco's proposal, by category, and will include discounts and list prices. The Catalog Partners are companies that Virco uses to supplement our product offering in our catalog and retail prices list. These partner products carry a Virco model number and Virco list prices.

Named Partners

Tesco Learning Env.
Carpets for Kids
Diversified Woodcrafts
ERG International
Fluid Concepts
Ghent Manufacturing
Greene Manufacturing
High Point Furniture
Interior Concepts
Interstuhl
Plymold Furnishings
Republic Storage
RFM Preferred Seating
Right Angle
Russwood Library
Ultra-Play Systems, Inc.
Wood Designs
Startranet Exhibits
Wenger
DeskMakers

Catalog Partners

American Art Clay Co.
Angeles Group
Annin Flags
Athletic Connection
AWT World Trade, Inc.
Brown Sales
Bulman Products
Children's' Factory, Inc.
Copernicus Education
Durham Mfg. Company
Fire King International
Gressco LTD
Group LaCasse LLC
H Wilson Company
Hann Manufacturing
Infinity Instruments
Interstuhl
Lyon Workplace Products
Magnuson Group
Manta Ray, Inc.
Pelstar LLC
Skutt Ceramic Products
Springer Products
United Stationer Supply
Walker-McGuire

DATE: March 11, 2024



To Whom It May Concern,

TESCO hereby authorizes Virco, Inc. to represent and add TESCO products to the Prince William County Public Schools contract R-TC-18004.

We look forward to working with Virco on this important contract.

Sincerely,

A handwritten signature in black ink that reads "SIDNEY YOUNGBLOOD". The signature is written in a cursive, slightly slanted style.

Sidney Youngblood

Vice President of Sales

DeskMakers

To Whom It May Concern,

DeskMakers hereby authorizes Virco, Inc. to represent and add DeskMakers products to the Prince William County Public Schools contract R-TC-18004.

We look forward to working with Virco on this important contract.



Kenneth Petersil
Regional Sales Manager
DeskMakers / Scale 1:1

**EDUCATION, CLASSROOM, MISCELLANEOUS SUPPORT FURNITURE AND RELATED PRODUCTS AND SERVICES
R-TC-18004
ATTACHMENT A PRICE SHEET**

**Part 5
Library Furniture**

Percentage Discount for Manufacturer's Price List by Dollar Volume

Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
Tesco	\$0 to \$1,000	43.0%	31.6%	14.5%
	\$1,001 to \$4,000	43.0%	37.3%	28.8%
	\$4,001 to \$15,000	47.0%	44.4%	36.4%
	\$15,001 to \$40,000	47.0%	44.4%	36.4%
	\$40,001 to \$100,000	51.0%	48.6%	41.2%
	\$100,001 to \$250,000	51.0%	49.5%	43.7%
	\$250,001 and up negotiated			

EDUCATION, CLASSROOM, MISCELLANEOUS SUPPORT FURNITURE AND RELATED PRODUCTS AND SERVICES

R-TC-18004

ATTACHMENT A PRICE SHEET

Part 11

Educational Office Furniture

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered	Inside Delivery	Virco Full Service
DeskMakers	\$0 to \$1,000	40.0%	28.0%	10.0%
	\$1,001 to \$4,000	40.0%	34.0%	25.0%
	\$4,001 to \$15,000	44.0%	41.2%	32.8%
	\$15,001 to \$40,000	44.0%	41.2%	32.8%
	\$40,001 to \$100,000	48.0%	45.4%	37.6%
	\$100,001 to \$250,000	48.0%	46.4%	40.2%
	\$250,001 plus	Negotiated		