



Cronan & Associates  
Interior Solutions

## Cronan & Associates Purchasing Contract Info. - All Territories

- GSA
- Intarlere (formerly Amerinet)
- TXMAS
- NCPA
- Sourcewell (formerly NJPA)
- Premier
- Unicor
- TIPS
- Vizient (formerly MedAssets)
- States of AR, LA, MS, OK/UofO
- Navy BPA

**\*TXMAS discounting NOW includes the 1.5228% of net SmartBuy**

### **2/90 Sign Systems (AR, LA, OK, TX)**

- Contracts Supported: Intalere, GSA, Premier, Unicor
- Find in C&A Drive and Manufacture Website: Gov't copies online:  
<http://www.290signs.com/programs/#government>
- Contact: Shannon Dusendang- [shannondusendag@290signs.com](mailto:shannondusendag@290signs.com), 1 800-777-4310

#### **Intalere Contract #: VH11338**

#### **Amendment to GPA VH11338 – extended to 1/31/2019**

Discount to End-user:

Orders from \$1-\$50,000 40%

Orders from \$50,001-\$100,000 45%

Orders over \$100,000 Subject to local negotiations

Alliance Amerinet users receive 45% discount on orders \$1-\$100,000

Minimum order requirements are eliminated.

**GSA Contract Number:** GS-07F-0265N

**Expiration Date:** Feb, 2, 2023

**Special Item Numbers:** SIN 366-11 Architectural/Wayfinding, Plaques, Seals and Related Products.

SIN 366-90 Ancillary Services

**Maximum Order:** \$100,000 per SIN **Minimum Order:** None

**Payment Terms:** Net 30 Days **Credit Card:** Visa, Mastercard and American Express

**Discount from List:** 45% - Modular, Plaques Plus, Plaques, Miscellaneous,

50% - Arc 5% - Exterior

All pricing is NET with discount applied

**Expedited Delivery:** Yes

**Freight:** F.O.B. Origin

**2/90 Con't.**

**Premier**

Contract No. PP-FA-575 Category Interior and Exterior Signage through February 29, 2020

Products: Interior and Exterior Signage

NOTE: Due to the custom nature of 2/90 products & services, UPNs, GTINs & Bar Codes are N/A.

Tier 1: Orders \$1 - \$3,500.....40% Discount

Tier 2: Orders \$3,501 - \$100,000...45% Discount

Orders \$100,001+.....Subject to Negotiation

Items normally priced as net (i.e. exterior, digital, etc.) are to be priced with margins more favorable for the Premier customer.

Services are to be priced with margins more favorable for the Premier customer.

Freight is F.O.B. Origin; prepaid and add.

Discount is firm throughout duration of Agreement.

Payment: Net 45 Days

Minimum Order: 100 min waived for participating members

**2/90 Unicor- Expired 5/2018- Renewal in process. As of 6/25/18: In the interim**

\*UNICOR/290 will honor current quotes, process orders and continue to service all active projects.

\*New opportunities: steer existing UNICOR relationships to take advantage of our GSA contract as an alternate procurement method. Due to our existing relationship, we can assist them to meet their procurement requirements by offering a number of solutions including Sole Source Justification language, project phasing to work within purchasing thresholds and a number of teaming arrangements (SDVOSB, VOSB, GSA Partnering, etc.).

Tax ID Number: 53-0205705

DUNS Number: 10-338-5519

CAGE Code: 1XFFG

Address PO to: UNICOR FPI

PO Box 371736

Pittsburgh, PA 15251

Send PO to: UNICOR 2/90

C/O 2/90 Sign Systems

PO Box 888289

Grand Rapids, MI 49588

Email: [info@290signs.com](mailto:info@290signs.com)

Max Order: none Min Order: \$100

Discount: 45% Payment Terms: Net 30 Lead time: 5-6 wks

**AIS: (AR, LA, OK, MS, TX)**

- Contracts Supported: GSA, TXMAS, NCPA, State of AR, State of LA, Navy BPA
  - Find in C&A Drive and Manufacture Website:
  - Contact: GSA/Contract Contact Helen Woods; [hwoods@ais-inc.com](mailto:hwoods@ais-inc.com); [978-567-5163](tel:978-567-5163)  
**GSA Contract Number: GS-29F-0006K**  
**Effective through August 23, 2020**  
 711-1: Furniture Systems and Workstation Clusters  
 711-2: Worksurfaces, Workstations, Computer Furniture and Accessories  
 711-3: Filing and Storage Cabinets  
 711-9: Executive Conference Room Furniture, Coordinated Tables, Case Pieces and Accessories  
 711-11: Tables and Accessories  
 711-18: Multipurpose Seating; including Devens 4600C & 4630C  
 711-91: Project management services at a rate of \$70 per hour.  
 711-94: Design Services at a rate of \$55 per hour. 711-95: Installation Service (negotiable/project)  
 711-96: Leasing - Contact Sid Meadows at [smeadows@aisinc.com](mailto:smeadows@aisinc.com)  
 71-1: Packaged Office - Includes all items from AIS' SIN's noted above and items from DarRan's GSA contract #GS-28F-2024D and items from Exemplis Seating (SitOnIt) GSA contract # GS29F-0295H.
- b.LOWEST PRICE MODEL**  
 711-1: A-FGAC14, \$8.00 List  
 711-18: C-CASTSOFT, \$30 List  
**MAXIMUM ORDER: SIN 711-1 \$500,000 List**  
 SIN 711-2 \$500,000 List  
 SIN 711-3 \$500,000 List  
 SIN 711-9 \$500,000 List  
 SIN 711-18 \$200,000 List  
 SIN 711-94 \$150,000 List  
 SIN 711-95 \$150,000 List  
 SIN 711-91 \$150,000 List  
**MINIMUM ORDER: \$100.00**  
**GEOGRAPHIC COVERAGE: 48 contiguous states and the District of Columbia**  
**PRODUCTION POINT: AIS - 4 Bonazzoli Avenue, Hudson, MA 01749**  
**DISCOUNT: See below discount structures**  
**QUANTITY DISCOUNTS: Systems: AO2, MWall, Divi, Matrix, Calibrate and Oxygen**  
**List Price of Order Discount**  
 \$0 - \$7,500 76%  
 \$7,501 - \$30,000 77.25%  
 \$30,001 - \$125,000 80.76%  
 \$125,001 - \$300,000 81.25%  
 \$300,001 - \$400,000 82.50%  
 \$400,001 - \$500,000 83.00%
- Casegoods: Compete, Compete Select and Compete Plus**  
**List Price of Order Discount**  
 \$1 - \$125,000: 81.50%  
 \$125,000 - \$300,000 82.00%  
 \$300,001 - \$400,000 82.75%  
 \$400,000 - \$500,000 83.25%  
 Seating: All List Price of Order Discount \$1+ 67.80%

PAYMENT TERMS: 1% 20 Days NET 30

DELIVERY STANDARD OPTION: 15-20 working days to ship from manufacturer after receipt of customer sign off of acknowledgement.

EXPRESS OPTIONS: Quick-Ship program is 10 working days

**TXMAS: # TXMAS-7-7110170**

Account Code: ACCT\_TXMAS; Expiration Date: August 23, 2020

711-1: Furniture Systems and Workstation Clusters

711-2: Worksurfaces, Workstations, Computer Furniture and Accessories

711-3: Filing and Storage Cabinets

711-9: Executive Conference Room Furniture, Coordinated Tables, Case Pieces and Accessories

711-11: Tables and Accessories

711-18: Multipurpose Seating

711-91: Project management services at a rate of \$70 per hour.

711-94: Design Services at a rate of \$55 per hour.

711-95: Installation Service (negotiable/project)

711-96: Leasing - Contact Sid Meadows at [smeadows@ais-inc.com](mailto:smeadows@ais-inc.com)

71-1: Packaged Office – (Includes all items from AIS' SIN's noted above and items from DarRan's GSA contract #GS-28F-2024D and items from Exemplis Seating (SitOnIt) GSA contract # GS-29F-0295H.)

LOWEST PRICE MODEL

711-1: A-FGAC14, \$8.00 List

711-18: C-CASTSOFT, \$30 List

MAXIMUM ORDER

SIN 711-1 \$500,000 List

SIN 711-2 \$500,000 List

SIN 711-3 \$500,000 List

SIN 711-9 \$500,000 List

SIN 711-18 \$200,000 List

SIN 711-94 \$150,000 List

SIN 711-95 \$150,000 List

SIN 711-91 \$150,000 List

Minimum Order: \$100

Prompt Payment Terms None; Credit Cards: Accepted

Discount from List on 2016 Price List:

List Price of Order Zone 1/ Zone 2

**Systems (Matrix, Divi, MWall, AO2, Calibrate and Oxygen & A02)**

\$1-\$7,500 75.64% 10%

\$7,501-\$30,000 76.91% 10%

\$30,001-\$125,000 80.48% 10%

\$125,001-\$300,000 80.97 % 10%

\$300,001-\$400,000 82.24% 10%

\$400,001 - \$500,000 82.75% 10%

Freight: > \$7,500 list charged 15% of net to Zone 1 & 2 of the net value of the order

**Seating**

SIN 711-18

\$1 and over

67.32% Delivered

**AIS Con't.****Casegoods (Compete, Compete Plus and Compete Select)**

List Price of Order

\$1 - \$125,000	81.5% Delivered
\$125,001 - \$300,000	82.00% Delivered
\$300,001 - \$400,000	82.75% Delivered
\$400,001 - \$500,000	83.25% Delivered

**NCPA:** Contract # 07-0716 (Furniture Supplemental) Expiration 10/31/18

Effective January 1, 2018

Account Code: ACCT-NCPA

Products Offered: (Matrix, Divi, MWall, AO2, Oxygen, Aloft, Calibarte Series, Filing + Storage, Bolton, Element, Upton, Granite, Paxton, Trix, Grafton, Stow, Triad, Pierce, Natick)

\$1-\$7,500 75.05% +13% Freight

\$7,501-\$30,000 76.28%

\$30,001-\$125,000 79.75%

\$125,001-\$300,000 80.23 %

\$300,001-\$400,000 81.47%

\$400,001 - \$500,000 81.96%

Seating: \$1 and over 66.95%

Freight: All Orders &lt;\$7,500 list will have a 13% of net freight charge; does not apply to seating

**NAVY BPA:** NOO189-17-A-0004; Account Code: ACCT-NAVY

Effective through August 23,2020

Systems: Matrix, Divi, Mwall, AO2 and Oxygen

1 - \$7,500 77.00% Delivered 10.00%

\$7,501 - \$30,000 78.25% Delivered

\$30,001 - \$125,000 81.76% Delivered

\$125,001 - \$300,000 82.25% Delivered

\$300,001 - \$400,000 83.50% Delivered

\$400,001 - \$500,000 84.00% Delivered

Casegoods: Calibrate Series

\$1-\$125K 82.50% Delivered

\$125,001 - \$300,000 83% Delivered

\$300,001 - \$400,000 83.75% Delivered

\$400,001 - \$500,000 84.25% Delivered

Seating: \$1 and over 68.80% Delivered

Freight is included for all product lines and all tiers.

**Allseating: (AR, Houston, NTX & OK)**

- Contracts Supported: GSA, Premier, Vizient, State of AR, State of OK, Navy BPA
- Find in C&A Drive and Manufacture Website:
- Contact: Robert Ramirez; [robert.ramirez@allseating.com](mailto:robert.ramirez@allseating.com), 619-895-5185
- TXMAS** Contract No.: TXMAS-13-71070-TERMINATED 1/2018
- GSA** Contract Number: GS-29F-004AA

0.75% rebate is our responsibility to pay to TPASS on product sales only but the fee is automatically calculated on product sales AND installation when it is included on the TXSmart Buy PO

Contract Expiration Date: January 9, 2023

Payment Terms: Net 30 Days

Discount from List: [2017 GSA Pricelist](#)

Base \$0-\$100,000 – 60%

\$100,001 - \$300,000 – 62%

\$300,001 - \$500,000 – 64%

\$500,001 and Above – Negotiable

Prompt payment discount: 1% 20 days, NET 30 days

Freight: FOB Destination (Freight Included)

Warranty: 10 year parts and labor

**Healthcare GPO's:**

**MedAssets/Vizient: Contract #: MS03619 Exp: 4/30/18**

Up to \$100K= 56% (Dealer discount: 63%)

\$101K – \$300K = 57% (Dealer discount: 57%)

\$\$501K and above = 59% (Dealer Discount: 64%)

**Premier: Contract #: PP-FA-463 Exp: 12/31/17**

Up to \$100K= 56% (Dealer discount: 63%)

\$101K – \$300K = 57% (Dealer discount: 57%)

\$\$501K and above = 59% (Dealer Discount: 64%)

**\*2% net 20 cash discount**

**Navy BPA N00189-17-0005;** Contract Period: October 1, 2017 – September 30, 2022

Award Special Item Numbers: SIN 711-18, 711-19, 711-17, 711-16, 71-316

Current Catalog: Allseating Price List 2017

List Price Discount

\$0 to \$100,000 64%

\$100,001 to \$300,000 66%

\$300,001 to \$500,000 68%

\$500,001 and Above Negotiable

**State of AR #SP-14-0094 – pending current copy 6/21/18**

Awarded Furniture Categories; Lounge, School, Seating

All shipments will be FOB destination

**Corona Group: (Dallas, W.TX, El Paso, OK, LA, MS, AR)**

➤ Contracts Supported: State of MS, State of OK

➤ Find in C&A Drive and Manufacture Website:

<http://www.eisys-inc.com/resources/State-Contracts-MainPage.html>

➤ Contact: TBD

**State of MS**

Mississippi Department of Finance and Administration Office of Purchasing and Travel-Jackson

Period: July 1, 2017 —June 30, 2018

Contract Number: 8200032345

Contract Smart Number: 1130-17-C-SWCT-00253

Discounts: Contact eisysINC for pricing and terms

[Click here](#) to view State Approved Pricing

**State of OK – pending receipt. Online directs back to eisysINC**

## Great Openings (TX-not El Paso, OK, LA, AR)

- Contracts Supported: GSA, TXMAS, Navy BPA
  - Find in C&A Drive and Manufacture Website:
  - Contact: Deb Plowe- [deb@greatopenings.com](mailto:deb@greatopenings.com); (231) 845-3165
- GSA Contract Number:** GS-28F-0001S  
**Contract Expiration:** Sept. 30, 2020  
**Small Business Set Aside • Certified Small Company**  
**SIN 711-2 Work surfaces, Workstations, Computer Furniture and Accessories**  
**SIN 711-3 Filing and Storage Cabinets, Shelves, Mobile Carts, Dollies, Racks, and Accessories**  
**Lowest Priced Item:**  
**SIN 711-2 (2) Splice Plates and Fasteners GSP 02 K (\$40.00 list)**  
**SIN 711-3 6" Drawer Divider ECOX 1070- 1 (\$10.00 list)**  
**Maximum Order:**  
**SIN 711-2 \$500,000 net**  
**SIN 711-3 \$500,000 net**  
**Minimum Order: All SIN's \$50.00**  
**Discount From List Prices 69.8%**  
 Tier discounts are available, call for details.  
**Prompt Payment Terms: Net 30 Days**  
**Time of Delivery:** When applicable, within our standard lead-time, which is noted in the Commercial Terms and Conditions. Delivery: 30 days after receipt of order.  
**Expedited Delivery:** Considered on a case-by-case basis. Call Great Openings for availability and cost. **Overnight and Two-Day Delivery:** Considered on a case-by-case Call Great Openings for availability and cost

**TXMAS-6-711090; Effective Date:** 09/30/15 - 09/30/20

**Applicable Price Books:** CAYENNE, TRACE Desk & Trace Storage February 2013 (all of Great Openings Price Books)

**Products Covered:**

**SIN 711-2 Worksurfaces, Workstations, Computer Furniture & Accessories**

**SIN 711-3FSC Schedule 71, Part 1 - Office Furniture**

**Maximum Order: SIN 711-2 \$500,000**

**SIN 711-3 \$500,000**

**Minimum Order: All SIN's \$50.00**

### **Small Business Set Aside**

#### **Certified Small Business**

**Contract Number:** GS-28F-0001S

**Contract Period:** October 1, 2005 - September 30, 2020

**Products on Contract:** Metal Filing, Storage, Lockers and Freestanding Desk Products

**Cage Code:** 33LN6 | **DUNS Number:** 00-495-0549

**Special Identification Numbers (SIN):** 711-2, 711-3FSC Schedule 71, Part 1 - Office Furniture

**Navy BPA# N00189-11-A-0077; Effective through September 30,2020**

**NAICS# 337214; Effective through September 30,2020**

**69.8% & 71.8% 72.8% & 73.8%**

## **IOA (AR, LA)**

- Contracts Supported: GSA
- Find in C&A Drive and Manufacture Website:
- Contact:  
**GSA** Contract Number: GS-27F-0007P  
 Contract Expiration: October 29, 2018  
 Products Covered:  
 71-315 Hospital Patient Room Furniture  
 71-316 Hospital & Geriatric Chairs & Lounge Stg  
 711-11 Tables and Accessories  
 Lowest Price Model Each Sin:  
 71-315 Model J200STL (C.O.M.) \$ 319.77  
 71-316 Model 300BC \$ 287.64  
 711-11 Model 303CON \$231.03  
 Maximum Order: \$500,000  
 Minimum Order: \$100  
 Discount from List: 49% from 2012 Price list. (expected to update soon)  
     Quantity Discounts.  
     \$100-\$99,999 NET Price  
     \$100,000-199,999 Plus 1%  
     \$200,000-299,999 Plus 2%  
     \$300,000-399,999 Plus 3%  
     \$400,000-500,000 Plus 4%  
 Payment Terms: Net 30 Days  
 Warranty: 10 years  
 Freight: F.O.B Origin  
 Continental United States CONUS

## **La-z-boy Contract Furniture (Dallas, W. TX, El Paso, and OK)**

- Contracts Supported: Intalere, GSA, Premier, Vizient
- Find in C&A Drive and Manufacture Website:
- Contact: Misty Bowman -[m Bowman@getknu.com](mailto:m Bowman@getknu.com)  
**GSA** Contract Number: GS-28F-0008V  
**TXMAS** Contract #: TXMAS-13-71020 Terminated 5/1/2018; not renewed)  
**Intalere Contract #:** VQ10084; Effective through 12/31/2018  
 Dealer Purchasing Discount: 50/20/5 using 2017 price list  
 Product: Binder-wide  
 No Minimum order fees  
 End-user discount form Dealer:  
 48% off list price - \$1-\$50,000 List  
 49% off list price - \$50,001-\$100,000 List



50% off list price - \$100,001-\$200,000 List

51% off list price - \$200,001 or more

POs must be made out to La-Z-Boy Contract Furniture from the GSA entity.

**PO Must have the following information:**

- **P3029**
- **Intalere Contract #VQ10084**
- **Facility name, Address, Contact name, member number and Phone number**

### **Premier #PP-FA-627; Effective through December 31,2010**

FED ID #: 20-2599789 Pricing: Dealer purchases from us at 50/20/5 using 2017 Price Guide.

Authorized Dealers: See Authorized Dealer List. Reps must register Dealer before order is processed.

Premier Discount off List Price: Rep and Dealer will need to negotiate annual purchasing commitment prior to setting discount. If no negotiation in place, discount will start at Tier 1. (Installation is included in our pricing. No additional charge for install is allowed.)

Tier 1-45% off list price - \$1 - \$50,000 •

Tier 2-49.3% off list price - \$50,001 - \$250,000 •

Tier 3-50.5% off list price - \$250,001 or more

Product: Binder Wide (All Knú and La-Z-Boy products are available. (No restrictions) )

Misc. Charges: No minimum order fee

### **NxtWall (TX, OK, AR, LA, MS)**

- Contracts Supported: GSA
- Find in C&A Drive and Manufacture Website:
- Contact:

**GSA** Contract Period: August 1, 2011 - July 31, 2021

Cage Code: 60PR7 NAICS Number: 321992

Special Item Numbers (SIN): 361-10B Pre-Engineered and Prefabricated Buildings and Structures for In-Plant Solutions. Including, but not limited to, in-plant offices, modular wall/partition systems and enclosures, mezzanines and wire partitions and enclosures, fire and sound panels, clean room enclosures, including accessories and options - any may contain recycled content or biobased materials.

Schedule Title: 056 - Buildings and Building Materials/Industrial Services and Supplies Contract

Number: GS-07F-0685X (Modification Number: PO-0011)

Maximum Order: \$200,000\* \* A delivery order that exceeds the maximum order may be placed under the schedule in accordance with FAR 8.404.

Minimum Order: \$100

Quantity Discounts: 1% additional discount for orders over \$250,000. 3% for single orders over \$500,000. Payment Terms: Net 30 Days

Time of Delivery: 42-56 Days After Receipt of Order (ARO) Standard Order Expedited Delivery: 24 Days After Receipt of Order (ARO)

## Palmer Hamilton (TX, OK, AR, LA, MS)

- Contracts Supported: Sourcewell (formerly NJPA), TIPS, State of AR, State of MS
- Find in C&A Drive and Manufacture Website:
- Contact: Nancy Foster - [NFoster@palmerhamilton.com](mailto:NFoster@palmerhamilton.com)

### **Purchasing Contracts:**

#### **Sourcewell (formerly NJPA)**

Contract No: 031715-PHL Furniture with Related Accessories and Service; Expires 04/09/2019

#### **TIPS**

Contract Number: 170302 Expiration date: 05/22/2020

Contract Name: Furniture, Furnishings, Services

#### **Buyboard (National Purchasing Cooperative)**

Contract No: 503-16 School Exp. 03/31/2019

Office, Science, Library and Dormitory Furniture;

Contract Number: 519-16 Extended through 11/30/2018.

Contract Name: Food Service Equipment & Supplies / Item 8: Counters, Tables, Shelving, Cabinets and Sinks; and Item 9: Dining Furniture, Artwork, Décor and Design

## Palmer Hamilton Con't:

### **State of AR #SP-13-0230R**

Contract Period: 12 months with option to renew is six 1-year increments Current expiration date: Extended until December 31, 2018

End-user Pricing is tiered, based on list prices

\$1.00 - \$20,000 42% off of List delivered, tailgate

\$20,001 - \$50,000 44% off of List delivered, tailgate

\$50,001 - \$100,000 46% off of List delivered, tailgate

Above \$100,000 Negotiable NOTE: All purchase orders will be written to authorized dealer.

### **State of MS-see contract price list in drive**

Contract Number: 8200038814

Contract Name: Furniture

Effective Dates: 07/01/2018 through 06/30/2019

40%\*\* - delivered and install \*\*wall pocket systems installs quoted on a case-by-case

50% - dock delivered

## Stance (TX, OK, AR, LA, MS)

- Contracts Supported: GSA, TXMAS, Premier, State of MS
- Find in C&A Drive and Manufacture Website:
- Contact:  
**GSA** Contract Number: GS-27F-0015W; Effective through January 28,2020  
Awarded Special Item Numbers  
71-315, Hospital Patient Room Furniture  
71-316, Hospital and Geriatric Chairs  
711-11, Tables and Accessories  
711-16, Upholstered Seating  
711-17 Multiple Seating

711-18, Multipurpose Seating

711-19, Stacking Chairs and Dollies Contract Number GS-27F-0015W

**TXMAS-13-71050**; Contract Expiration: January 28, 2020

Freight: FOB Origin, Freight Prepaid and Added

Discounts:

- mirrors GSA discount
- 62.7% PLUS admin fee markup

Fees: Admin Fee - 1.5228% of NET price

Note: ALL TXMAS sales must go through the TXSmartBuy System

**Premier #PP-FA-620**; Effective through 12/31/2020

Furniture & Systems, Casegoods, Seating and Accessories Payment terms: to be negotiated between Member and Dealer Discounts • discounts from 2017 price list • to be negotiated on orders \$300,000+ ("Large Order" threshold)

End User/Member Pricing

<\$75K = 38% discount

\$75,000 to <\$150K = 40% discount

\$150,000 to <\$200,000 = 42% discount

\$200,000+ = 44% discount \*Pricing tiers are list prices

**Stance Con't:**

Pricing • discount structure is fixed for duration of the contract term • one price increase (max. 3% average) per contract term

**State of MS Contract #8200032713**

**Contract Smart # 1130-17-C-SWCT-00309**

Furniture

Payment terms: Net 45

Contract term: 7/1/2017 - 06/30/2018

Discount:

- discounts from 2017 price list
- 40% incl. installation & delivery
- 50% if dock delivered, no install

Product Categories:

- Dormitory Furniture
- Lounge Furniture
- Seating

Freight:

- F.O.B. destination
- Freight Prepaid & Added for orders under \$1000

## **Surface Works (TX, OK, AR, LA, MS)**

- Contracts Supported: GSA, TXMAS, NCPA, TIPS, State of AR, State of MS
- Find in C&A Drive and Manufacture Website:
- Contacts: Kelly Ceizki - [kelly.ciezki@surfaceworks.us](mailto:kelly.ciezki@surfaceworks.us); 414-570-2677; Chris Gnadt – [Chris.Gnadt@surfaceworks.us](mailto:Chris.Gnadt@surfaceworks.us); 414-570-2676

**Small Business, Veteran owned****GSA** Contract Expiration: September 1, 2020

GS-27F-0051W FSC Group 71 – Furniture, SIN 711-11, Tables and Accessories

GS-27F-0050W (Small Business Set-Aside) SIN 711-12, System Type Tables &amp; Accessories

\$1-\$35,000 55.70

\$35,001 - \$99,999 57.03

\$100,000-\$149,999 57.92

\$150,000-\$224,999 58.80

\$225,000-Max 59.69

Terms: Net 30. Government commercial credit cards accepted, \$95 net surcharge for orders under \$3,500 list.

**TXMAS** Contract #: September 2, 2015 to September 1, 2020

TXMAS-13-710130: Tables and Accessories

TXMAS-13-710120: System Type Tables and Accessories (for Small Business Set-aside goals)

Discount: List price dock delivery

\$1-\$35,000 – 55.70%

\$35,001 - \$99,999 – 57.03%

\$100,000 - \$149,999 – 57.92%

\$150,000 - \$224,999 – 58.8%

\$225,000-Max – 59.69%

**Surface Works Con't.**

Payment Terms: Net 30. Government commercial credit cards accepted \$95 net surcharge for orders under \$3,500 List

Freight: FOB Destination \$95 net surcharge for orders under \$3.5K List

Installation quoted separately

**TIPS CONTRACT #: 170302 Furniture, Furnishings and Services****CONTRACT PERIOD: May 26, 2017 – May 22, 2020**

Payment Terms: Net 30. Government commercial credit cards accepted, 3% Processing Fee applies. \$95 net surcharge for orders under \$3,500 list.

**Discount: List Price Dock Delivery**

\$1-\$34,999 – 52% Dealer Discount 50/17

\$35,000-\$99,999 – 54% Dealer Discount 50/17/3

\$100,000-\$149,999 -55.20% Dealer Discount 50/17/5

\$150,000-\$224,999 – 56.75% Dealer Discount 50/17/7

\$225,000+ - 57.55 Dealer Discount 50/17/9

**Discount: List Price DELIVER & INSTALL**

\$1-\$34,999 – 44% Dealer Discount 50/17

\$35,000-\$99,999 – 45% Dealer Discount 50/17/3

\$100,000-\$149,999 -46% Dealer Discount 50/17/5

\$150,000-\$224,999 – 47% Dealer Discount 50/17/7

\$225,000+ - 48.56 Dealer Discount 50/17/9

**Surface Works NCPA CONTACT # 07-46; Effective through October 31,2023**

Discounts- see chart above for TIPS (same)

Discounts are based on Dock Delivery- Installation quoted through dealer

**State of AR; #SP-14-0094; expired 10.31.2017 - pending**

Products: Cafeteria, Lounge, School, Freestanding and Technology Support

LIST PRICE DOCK DELIVERY End-User Discount % Off List

\$1-\$35,000 55.70

\$35,001 - \$99,999 57.03

\$100,000-\$149,999 57.92

\$150,000 + 58.80

DEALER PAYMENT: Sell to End-user at same discount. 10% commission once payment received.

PAYMENT TERMS: Net 30. Government commercial credit cards accepted.

**State of MS** 8200032328; Effective through June 30,2018

Smart Buy Contract 1130-17-C-SWCT-00239 Cafeteria, Dormitory, Library Shelving/Library Related Items, Modular Office, School Furniture & Wood Credenzas

LIST PRICE: <http://www.surfaceworks.us/resources>

DEALERS: Pre-approved and listed on contract END-USER PO: Client PO must be included with order to show discount applied.

PAYMENT TERMS: Net 45. Government commercial credit cards accepted.

DISCOUNTING Delivered and Installed or Dock Delivery. For End User and Dealer

Discounting, please log into: <http://www.surfaceworks.us/OrderStatus15/Account/Login>