

**SIGNATURE PAGE/BID FORM**

(Please type or print)

The undersigned having carefully examined the Notice Calling for Bids, the Specifications, and all contract documents for the proposed furniture: new or refurbished, systems, stand-alone and classroom furniture bid the following:

**ADDENDA:** The undersigned has thoroughly examined any and all Addenda issued during the bid period and is thoroughly familiar with all contents thereof and acknowledges receipt of the following Addenda: (Bidder to list all addenda).

Addendum No. <u>1</u>	Date Received <u>3-14-18</u>	Addendum No. _____	Date Received _____
Addendum No. <u>2</u>	Date Received <u>3-21-18</u>	Addendum No. _____	Date Received _____

**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

40 % off CANAM ERGONOMICS manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ labor and installation  
 \_\_\_\_\_ shipping costs

IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.

**COMPANY INFORMATION**

Company Name: CANAM ERGONOMICS

Authorized Representative: ROB ATKINSON  
(Please type or print)

Company Address: 37183 WILDER FOOT ROAD BEAUMONT CA 92223

Telephone Number: 909 796-1183 Fax Number 909 799-5462

E-mail Address: rob@canam-ergonomics.com

Authorized Representative's Signature: [Signature]

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Addendum No. <u>2</u>	Date Received <u>3/21</u>	Addendum No. _____	Date Received _____

**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

56.2 % off HASKELL manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
NO labor and installation  
NO shipping costs

IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.

**COMPANY INFORMATION**

Company Name: CONCEPTS SCHOOL AND OFFICE FURNISHINGS

Authorized Representative: PATRICK B FLOOD  
 (Please type or print)

Company Address: 27480 COLT COURT  
TEMECULA CA 92590

Telephone Number: (951) 296-5591 Fax Number (951) 296-5594

E-mail Address: PFLOOD@CONCEPTS-FURNISHINGS.COM

Authorized Representative's Signature: 

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Addendum No. <u>2</u>	Date Received <u>3/21</u>	Addendum No. _____	Date Received _____

**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

53 % off NATIONAL PUBLIC SEATING manufacturer's list price  
44 % off OKLAHOMA SOUND manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ NO labor and installation  
 \_\_\_\_\_ 10% shipping costs IF REQUIRED

IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.

**COMPANY INFORMATION**

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(Please type or print)

Company Address: 27480 COLT COURT  
TEMECULA CA 92590

Telephone Number: (951) 296-5591 Fax Number (951) 296-5594

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Addendum No. <u>2</u>	Date Received <u>3/21</u>	Addendum No. _____	Date Received _____

**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

51 % off OFFICE MASTER manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ NO labor and installation  
 \_\_\_\_\_ NO shipping costs

IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.

**COMPANY INFORMATION**

Company Name: CONCEPTS SCHOOL AND OFFICE FURNISHINGS

Authorized Representative: PATRICK B FLOOD  
 (Please type or print)

Company Address: 27480 COLT COURT  
TEMECULA CA 92590

Telephone Number: (951) 296-5591 Fax Number (951) 296-5594

E-mail Address: P.FLOOD @ CONCEPTS - FURNISHINGS.COM

Authorized Representative's Signature: 



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Addendum No. <u>2</u>	Date Received <u>3/21/2018</u>	Addendum No. _____	Date Received _____

**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

37 % off SAFCO manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
060<sup>00</sup> HR labor and installation IF REQUIRED  
NO shipping costs

IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.

**COMPANY INFORMATION**

Company Name: CONCEPTS SCHOOL AND OFFICE FURNISHINGS

Authorized Representative: PATRICK B FLOOD  
(Please type or print)

Company Address: 27480 COLT COURT  
TEMPEKULA CA 92590

Telephone Number: (951) 296-5591 Fax Number: 951 296-5594

E-mail Address: P.FLOOD@CONCEPTS-FURNISHINGS.COM

Authorized Representative's Signature: 

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Addendum No. <u>2</u>	Date Received <u>3/21/2018</u>	Addendum No. _____	Date Received _____

**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

34 % off CH EQUIPMENT manufacturer's list price  
51 % off FAUSTINOS manufacturer's list price CASE GOODS  
50 % off FAUSTINOS manufacturer's list price TABLES AND CHAIRS  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ NO labor and installation  
 \_\_\_\_\_ NO shipping costs

IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.

**COMPANY INFORMATION**

Company Name: CONCEPTS SCHOOL AND OFFICE FURNISHINGS

Authorized Representative: PATRICK B. FLOOD  
(Please type or print)

Company Address: 27480 COLT COURT  
TEMECULA CA 92590

Telephone Number: (951) 296-5591 Fax Number (951) 296-5594

E-mail Address: P.FLOOD@CONCEPTS-FURNISHINGS.COM

Authorized Representative's Signature: 

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**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

51 % off GLOBAL manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
3 MEN @ \$90.00 HR labor and installation ON PANELS AND DESKING  
NO shipping costs

IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.

**COMPANY INFORMATION**

Company Name: CONCEPTS SCHOOL AND OFFICE FURNISHINGS

Authorized Representative: PATRICK B. FLOOD  
 (Please type or print)

Company Address: 27480 COLT COURT  
TEMBULA CA 92550

Telephone Number: (951) 296-5591 Fax Number (951) 296-5594

E-mail Address: PFLOOD @ CONCEPTS - FURNISHINGS . COM

Authorized Representative's Signature: \_\_\_\_\_

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**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

39 % off AMTAB manufacturer's list price MOBILE TABLES  
 \_\_\_\_\_ % off AMTAB manufacturer's list price STAGES  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
NO labor and installation  
10% of list shipping costs

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**COMPANY INFORMATION**

Company Name: CONCEPTS SCHOOL AND OFFICE FURNISHINGS

Authorized Representative: PATRICK B FLOOD  
(Please type or print)

Company Address: 27480 COLT COURT  
TEMECULA CA 92590

Telephone Number: (951) 296-5571

Fax Number (951) 296-5594

E-mail Address: PFL000@CONCEPTS-FURNISHINGS.COM

Authorized Representative's Signature: \_\_\_\_\_



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**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

60 % off UNITED DESK manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ NO labor and installation  
 \_\_\_\_\_ NO shipping costs

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**COMPANY INFORMATION**

Company Name: CONCEPTS SCHOOL AND OFFICE FURNISHINGS

Authorized Representative: PATRICK B FLOOD  
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Company Address: 27420 COLT COURT  
TEMECULA CA 92590

Telephone Number: (951) 296-5591 Fax Number: (951) 296-5594

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**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

<u>54.6</u>	% off	<u>ARTCO BELL</u>	manufacturer's list price	<u>DISCOVER</u>
<u>54.6</u>	% off	<u>ARTCO BELL</u>	manufacturer's list price	<u>ALPHABET</u>
<u>54.6</u>	% off	<u>ARTCO BELL</u>	manufacturer's list price	<u>UNIFLEX</u>
_____	% off	_____	manufacturer's list price	
_____	% off	_____	manufacturer's list price	
_____	% off	_____	manufacturer's list price	
		<u>NO</u>	labor and installation	
		<u>NO</u>	shipping costs	

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**COMPANY INFORMATION**

Company Name: CONCEPTS SCHOOL AND OFFICE FURNISHINGS

Authorized Representative: PATRICK B. FLOOD  
(Please type or print)

Company Address: 27480 COLT COURT  
TEMECULA CA 92590

Telephone Number: (951) 296 5591 Fax Number (951) 296 5594

E-mail Address: PFLOOD@CONCEPTS-FURNISHINGS.COM

Authorized Representative's Signature: 

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**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

28 % off ECR 4 Kids manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
\$60<sup>00</sup>HR labor and installation ASSEMBLY TABLES AND  
NO shipping costs WOOD FURNITURE

IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.

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TEMECULA CA 92590

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Addendum No. _____	Date Received _____	Addendum No. _____	Date Received _____

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\_\_\_\_\_ % off SEE ATTACHED LIST manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ labor and installation  
 \_\_\_\_\_ shipping costs

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**COMPANY INFORMATION**

Company Name: CULVER-NEWLIN

Authorized Representative: HEATHER BUSHEM  
(Please type or print)

Company Address: 520 E. RINCON #102  
CORONA, CA 92879

Telephone Number: (949) 597-0123 Fax Number (949) 855-9577

E-mail Address: HEATHERB@CULVER-NEWLIN.COM

Authorized Representative's Signature: \_\_\_\_\_

Culver-Newlin CSLB #968540 C61-D34



**THE BELOW DISCOUNT REPRESENTS % SAVINGS OFF OF MANUFACTURE LIST PRICE**

<b>9 to 5</b>	<b>50%</b>	<b>FOMCORE</b>	<b>40%</b>	<b>MOORECO</b>	<b>30%</b>
ALL SEATING	30%	GHENT	30%	NPS	52.50%
AMERICAN SEATING	40%	HALE	25%	OCI/SITWELL	35%
ARCADIA	20%	HIGHPOINT	40%	OKLAHOMA SOUND	1.50%
AMNEON	40%	HON	50%	OMNI PACIFIC	35%
ARTOPEX	25%	HUMANSIZE	40%	PALADIN LIBRARY	10%
BALT	30%	INWOOD OFFICE	40%	PLATINUM VISUALS	45%
BEST RITE	30%	IZZY	25%	RIGHT ANGLE	40%
BRETFORD	30%	JASPER CHAIR	40%	SAFCO	25%
CAROLINA HOUSE	40%	JONTICRAFT	10%	SANDUSKY CABINETS	30%
CARPETS FOR KIDS	26%	KFI	40%	<b>SCHOLARCRAFT</b>	<b>42%</b>
CHROMCRAFT	40%	KI	40%	SHAIN	52%
CLARIN	25%	KIMBALL	25%	<b>SICO</b>	<b>15%</b>
COMMUNITY	49.50%	KORDEN	37%	SISNEROS	52%
COPERNICUS	20%	LA STEELCRAFT	LIST	<b>SMITH SYSTEMS</b>	<b>25%</b>
DIVERSIFIED WOODCRAFTS	35%	LAZYBOY CONTRACT	45%	SPACESTOR	15%
<b>ECD</b>	<b>52%</b>	LESRO	35%	THONET	30%
ENCORE	40%	LUXOR	15%	UNITED CHAIR	40%
FALCON	30%	MARVEL	40%	VANERUM STELTER	25%
FAUSTINOS	53%	MAYLINE	40%	<b>VS</b>	<b>1.50%</b>
FIREKING	35%	<b>MAVERICK</b>	<b>50%</b>	WEBCOAT	1.50%
<b>FLEETWOOD</b>	<b>25%</b>	MITY-LITE	20%	WORKRITE	30%

**THESE PREFERRED CULVER-NEWLIN PARTNERS OFFER LARGE QUANTITY DISCOUNTS BEYOND LIST**



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**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

*See Attached  
List*

\_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price

*\**

*(circled)*

labor and installation

*(circled)*

shipping costs

*\* any Prevailing Wage Requirement could incur extra costs.*

IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.

**COMPANY INFORMATION**

Company Name: Hamel School Outfitters

Authorized Representative: Darin Shoemaker  
(Please type or print)

Company Address: 26431 Jefferson Suite A  
Murrieta, CA 92562

Telephone Number: (951) 600-2783 Fax Number (951) 600-3951

E-mail Address: dshoemaker@hamelinc.com

Authorized Representative's Signature: *(Signature)*

MANUFACTURER/CATALOG	DISCOUNT OFF LIST PRICE	
ABC SCHOOL EQUIPMENT	28.0%	
AIS	58.2%	
ALERA	45.5%	
ALUMINUM SEATING	10.0%	
AMERICAN TABLE	42.5%	
ARTCO BELL(Alphabet series)	56.4%	
ARTCO BELL(All other)	55.2%	
BALT	45.2%	
BEST RITE	45.2%	
CENTURY SHADE	25.0%	
CLARIDGE	52.5%	
COMMUNITY	42.0%	
DIVERSIFIED WOODCRAFTS	43.2%	
ECR4KIDS	41.5%	
ESSENDANT	15.5%	
EUROTECH	45.0%	
EVOLVE FURNITURE GROUP	52.5%	
FAUSTINOS	53.7%	
FIRE KING	41.0%	
FRANKFORD	25.0%	
GHENT	25.0%	
GLOBAL FURNITURE GROUP	54.2%	
HASKELL OFFICE	49.5%	
HON	56.1%	
HON (Quick ship 5-10 day delivery)	45.5%	
HSO CATALOG	25.0%	
IDEON	55.1%	
INVINCIBLE OFFICE	38.0%	
IRONWOOD	22.0%	
JASPER LIBRARY GROUP	40.5%	
JAXX	37.5%	
JONTICRAFT	17.2%	
KFI SEATING	37.0%	
LIAT	25.5%	
LOGIFLEX	46.3%	
MARVEL	31.0%	
MAYLINE	57.5%	
MEDIA TECHNOLOGIES	38.0%	
MIEN COMPANY	38.5%	
MITY LITE	35.2%	
MOORECO	36.5%	
MYTCOAT	List Plus 5%	
NATIONAL OFFICE FURNITURE	36.5%	
NATIONAL PUBLIC SEATING (CALIFORNIA)	52.6%	

# HAMEL

School Outfitters, Inc.

Bid#17/18-0955

NATIONAL PUBLIC SEATING (EAST COAST)	40.2%	
NIGHTINGALE	38.0%	
NORCO PRODUCTS	27.0%	
OFM	52.5%	
OFFICE MASTER	55.6%	
OFFICES TOGO	45.5%	
OKLAHOMA SOUND	45.5%	
PALMER HAMILTON	47.6%	
PACIFIC COAST FURNITURE	40.5%	
PERFORMANCE OFFICE	36.5%	
PHOENIX SAFE	18.0%	
PLATINUM VISUALS	45.5%	
RELIABLE OFFICE SOLUTIONS	44.5%	
SAFCO	57.5%	
SEATING CONCEPTS	42.5%	
SCM	21.0%	
SCREEN FLEX	35.0%	
SIT ON IT SEATING	64.0%	
SPARKEOLOGY	15.0%	
SURFACE WORKS	17.0%	
SYMMETRY OFFICE	45.5%	
TEN JAM	30.0%	
TESCO	32.0%	
UNITED DESK	54.6%	
USA CAPITOL	25.0%	
WISCONSIN BENCH	51.5%	

**SIGNATURE PAGE/BID FORM**

(Please type or print)

The undersigned having carefully examined the Notice Calling for Bids, the Specifications, and all contract documents for the proposed furniture: new or refurbished, systems, stand-alone and classroom furniture bid the following:

**ADDENDA:** The undersigned has thoroughly examined any and all Addenda issued during the bid period and is thoroughly familiar with all contents thereof and acknowledges receipt of the following Addenda: (Bidder to list all addenda).

Addendum No. ____	Date Received ____	Addendum No. ____	Date Received ____
Addendum No. ____	Date Received ____	Addendum No. ____	Date Received ____

**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

\_\_\_\_\_ % off SEE \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off ATTACHED \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off LIST \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ labor and installation  
 \_\_\_\_\_ INCL. shipping costs

IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.

**COMPANY INFORMATION**

Company Name: OFFICE + ERGONOMIC SOLUTIONS, INC.

Authorized Representative: BOB BRADBERRY  
(Please type or print)

Company Address: 8480 UTICA AVE.  
RANCHO CUCAMONGA, CA 91730

Telephone Number: 909 730.5217  
(909) 527.4643 Fax Number: (909) 527.4647

E-mail Address: bob@oesofficefurniture.com

Authorized Representative's Signature: 

MARCH 21, 2018

DISCOUNTS BY VENDOR FROM:  
 OFFICE ERGONOMIC SOLUTIONS  
 8480 UTICA AVE.  
 RANCHO CUCAMONGA, CA 91730

57.5	% off	9 to 5 Seating	manufacturer's price list
57.5	% off	Boss Office Products	manufacturer's price list
42.0	% off	Cherryman (Amber Series)	manufacturer's price list
43.5	% off	Claridge Products	manufacturer's price list
57.5	% off	Compel Office Furniture	manufacturer's price list
36.5	% off	Conset of America	manufacturer's price list
62.5	% off	DMI Furniture (Fairplex Series)	manufacturer's price list
49.5	% off	DMI Furnitue (All Other Series)	manufacturer's price list
52.5	% off	Faustino's Chair	manufacturer's price list
42.0	% off	First Office	manufacturer's price list
70.0	% off	Friant Furniture	manufacturer's price list
33.0	% off	Grand Stands Ergo Products	manufacturer's price list
43.5	% off	Highmark Seating	manufacturer's price list
50.0	% off	Hon (Express Program)	manufacturer's price list
73.0	% off	Hon (Now Program - Systems Furniture)	manufacturer's price list
50.0	% off	Hon (Now Program - Non-Systems)	manufacturer's price list
48.0	% off	Hon (Standard Products)	manufacturer's price list
36.5	% off	Lesro Products	manufacturer's price list
55.5	% off	Maverick Desk	manufacturer's price list
43.5	% off	Mayline Group	manufacturer's price list
50.5	% off	Office Chair (OCI)	manufacturer's price list
50.5	% off	Sitwell Seating	manufacturer's price list
49.5	% off	Office Master Seating	manufacturer's price list
55.0	% off	Office Star Products	manufacturer's price list
43.5	% off	OFS Furniture	manufacturer's price list
75.0	% off	Reliable (Re-Manufactured Systems)	manufacturer's price list
36.5	% off	Safco Products	manufacturer's price list
45.0	% off	Tayco International (Systems Furniture)	manufacturer's price list
55.5	% off	United Desk	manufacturer's price list
36.5	% off	Workrite Ergonomic Products	manufacturer's price list



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**ADDENDA:** The undersigned has thoroughly examined any and all Addenda issued during the bid period and is thoroughly familiar with all contents thereof and acknowledges receipt of the following Addenda: (Bidder to list all addenda).

Addendum No. <u>1</u>	Date Received <u>3/14/2018</u>	Addendum No. _____	Date Received _____
Addendum No. <u>2</u>	Date Received <u>3/21/2018</u>	Addendum No. _____	Date Received _____

**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

<u>2</u>	% off <u>www.schooloutfitters.com</u>	manufacturer's list price	* Please see Attached page of Deviations
_____	% off _____	manufacturer's list price	
_____	% off _____	manufacturer's list price	
_____	% off _____	manufacturer's list price	
_____	% off _____	manufacturer's list price	
_____	% off _____	manufacturer's list price	
	<u>\$ 40-60</u>	labor and installation	with a minimum trip charge of \$ 200.00
	<u>Varies</u>	shipping costs	

IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.

**COMPANY INFORMATION**

Company Name: School Outfitters

Authorized Representative: Angela Webb  
(Please type or print)

Company Address: 3736 Regent Av.  
Cincinnati, OH 45212

Telephone Number: (800) 260-2776 Fax Number (800) 494-1036

E-mail Address: contracts@schooloutfitters.com

Authorized Representative's Signature: Angela Webb

**SIGNATURE PAGE/BID FORM**  
(Please type or print)

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**ADDENDA:** The undersigned has thoroughly examined any and all Addenda issued during the bid period and is thoroughly familiar with all contents thereof and acknowledges receipt of the following Addenda: (Bidder to list all addenda).

Addendum No. <u>1</u>	Date Received <u>03-19-2018</u>	Addendum No. _____	Date Received _____
Addendum No. <u>2</u>	Date Received <u>03-23-2018</u>	Addendum No. _____	Date Received _____

**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

55 % off Alera manufacturer's list price Manufacturers Con't: Attachment 1  
60 % off Compatico manufacturer's list price  
50 % off GrandStands manufacturer's list price  
50 % off HON manufacturer's list price  
50 % off HumanScale manufacturer's list price  
60 % off Mayline manufacturer's list price  
\$32.50/hour per installer\* labor and installation \*Attachment 2 Clarifications  
15% Net order NTE \$175\*\* shipping costs\*\*Attachment 3 Clarifications

IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.

**COMPANY INFORMATION**

Company Name: SourceOne Office Products Inc.

Authorized Representative: Adela Brown  
(Please type or print)

Company Address: 9830 S. Norwalk Blvd, Suite 130  
Santa Fe Springs, CA 90670

Telephone Number: (909) 831-0483 (800) 677-3031 Fax Number (562) 236-9639

E-mail Address: adelab@sourceoneop.com

Authorized Representative's Signature: 

ATTACHMENT 1: BID AMOUNT-MANUFACTURERS CONTINUED

55% OFF OFFICEMASTER MANUFACTURER'S LIST PRICE

55% OFF RFM MANUFACTURER'S LIST PRICE

55% OFF WORKRITE MANUFACTURER'S LIST PRICE

## ATTACHMENT 2: LABOR AND INSTALLATION

### Labor and installation

\$32.50/hour per installer (non-union) within San Bernardino Valley centered except as noted BELOW.

Travel rate to Upper Desert (Cajon Pass ascent) to Stateline: \$46.45/hour per installer.

Travel rate to Lower Desert (all eastern of Beaumont) to Arizona border: \$46.45/hour per installer.

Overnight accommodation (as required to remote areas requiring more than three-hour one way drive time) and mileage will be expensible pass-through line items included in the invoice. Advanced approval by buyer will be required in writing by project.

Furniture accessory items not requiring installation by seller that can be attached and/or placed by site staff can be shipped at seller's discretion for a flat shipping rate. Please see Attachment Three (3).

**ATTACHMENT 3: SHIPPING**

15% net order NTE \$175.00/order.

Accessory items available to ship FedEx/UPS will be done at a flat rate of \$18.75/order at the discretion of seller for direct ship to site. No installation will be provided for these accessory items.





June 27, 2018

San Bernardino County Superintendent of Schools  
Business Support Services  
Purchasing  
760 East Brier Driver  
San Bernardino, CA 92408

Attention: Terrie S. Johnson  
Purchasing/Bids Supervisor, Purchasing/Contracts  
Shamica R. Nance, M.A.  
Contracts Technician

Subject: Bid #17/18-0955 Furniture: Systems and Stand Alone  
Manufacturer's List Update

Good afternoon Ms. Johnson, Ms. Nance.

This letter is to notify SBCSS that SourceOne's furniture manufacturer's list has been updated. Please delete from the list:

Manufacturer: Mayline

SourceOne is no longer providing Mayline furniture items in its distribution centers and as such, pricing for standard inventory items is no longer available to SourceOne.

Effective: July 1, 2018

Please let me know if you have any questions or if I can be of assistance.

Thank you.

Sincerely Yours,

A handwritten signature in black ink, appearing to read "Adela Brown".

Adela Brown  
Public Sector Specialist, Inland Empire  
SourceOne OP, Inc.  
(909) 831-0483 Cell  
adelab@sourceoneop.com

9830 Norwalk Blvd Suite 130, Santa Fe Springs, CA 90670

Phone: 800-677-3031

Fax: 562-634-1279

[www.sourceoneop.com](http://www.sourceoneop.com)

Furniture | Flooring | Technology



*Point of Contact*

---

**Ricky Wolter**  
Sales Executive

E: [rwolter@tangraminteriors.com](mailto:rwolter@tangraminteriors.com)  
P: 951.382.6823

**Santa Fe Springs**  
9200 Sherman Avenue

**Newport Beach**  
1335 Dorr Street, Suite 300

**Bakersfield**  
7415 Montgomery Avenue

**DTLA**  
527 West 7th Street, Suite 1204

**Fresno**  
677 West Palmdale Drive, Suite 101

**Riverside**  
1650 Spruce Street, Suite 302

[tangraminteriors.com](http://tangraminteriors.com)



Furniture | Flooring | Technology

*Tangram Interiors* collaborates with clients to create and manage impactful interior environments that enhance our client's brand and culture through the expert integration of technology, furniture, flooring, and facility service solutions.

He's A Good Guy 100 Score.

## From Our CEO

Although it may be shocking, selling office furniture wasn't exactly my childhood dream. I was thrown into the furniture industry by chance. I graduated from the University of Michigan with a double major in dentistry and math, but after college, I became immersed in the industry and it quickly became my passion. Since the time that Jack and I took over a struggling company in 2002, Tangam has grown to be the largest dealership in Southern California with almost 300 people and generating over \$180 million in revenue last year. There's not much else, other than maybe my kids, that makes me prouder than what we continue to achieve here.

This industry fits me, but it's extremely complex and most people really don't understand it. When asked to describe what Tangam does, a large percentage would say "sell office furniture" and sure, of course, we do, but chalking up the entire process to "selling office furniture" certainly does not do Tangam justice. I think most of my staff would agree that selling chairs isn't really what gets our blood flowing. What does it when I can walk into a client's finished space and see that their culture, their brand, and their values are now fully integrated with the way that they work: that's what I love. Your office is an extension of your brand, it's a tool that can be used to increase productivity, employee engagement and ultimately, your bottom line. Tangam doesn't just sell office furniture; we create environments that enable your company to thrive.

Thank you for the opportunity to bid on this project, we look forward to our future partnership.



Joe Lozowski  
PRESIDENT & CEO



New Building, Number 3.

## Our Leadership

### President & CEO

Joe Lozowski

### Chief Operating Officer

Jack Hebert

### Chief Financial Officer

Nick Greenleaf, MBA

### Chief Marketing Officer

Paul Randall Smith, MBA

### Vice President, Sales

David Morgan

### Vice President, Business Development

Michael Zoltyger

### Vice President, Creative & Administrative Services

Danysa Sharp

### Vice President, Information Technology

Dave Dore

### Sales Directors

Shirley O'Hara

Dan Manning

Nick Martin

Kelley Reed

Amber Jones

Lindsey Sage

### Creative Director, Studio

Charlotte Wickert

### General Manager, Flooring

Dave Tupper

### Director, Human Relations

Paul David

### Director, Construction

Christina Lau

### Director, Operations

Kerby Madrosch

### Director, Project Management

Luis Camacho



*Tangram's Recently Reopened  
Hospitals will use the 2016 Central New York Award Project  
for the innovative workplace under \$10,000 sq ft.*

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Addendum No. _____	Date Received _____	Addendum No. _____	Date Received _____

**BID AMOUNT.** Please provide percentage discount and name of manufacturer

50 % off \_\_\_\_\_ manufacturer's list price  
 22.5 % off \_\_\_\_\_ manufacturer's list price  
 56 % off \_\_\_\_\_ manufacturer's list price  
 % off \_\_\_\_\_ manufacturer's list price  
 % off \_\_\_\_\_ manufacturer's list price  
 % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ labor and installation  
 \_\_\_\_\_ shipping costs

**IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.**

**COMPANY INFORMATION**

Company Name Tangram Interiors

Authorized Representative Ricky Weber  
 (Please type or print)

Company Address 9200 Serrano Ave, Santa Fe Springs, CA 90670

Telephone Number (562) 365 5000 Fax Number (562) 777 9742

E-mail Address rwolfe@tangraminteriors.com

Authorized Representative's Signature [Signature]

**NON-COLLUSION DECLARATION**  
 (To Be Submitted with Bid)

The undersigned declares:

I am the Sales Executive of Tangram Interiors, the party making the foregoing bid.

The Bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization or corporation. The Bid is genuine and not collusive or sham. The bidder has not directly or indirectly colluded, conspired, connived or agreed with any bidder or anyone else to put in a sham bid, or to refrain from bidding. The bidder has not in any manner, directly or indirectly, sought by agreement, communication or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit or cost element of the bid price, or of that of any other bidder. All statements contained in the bid are true. The bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof, to effectuate a collusive or sham bid, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a bidder that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the bidder

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on:

Monday CA at 03 / 26 / 18 Sanja Fe Springs  
 (date) (city) (state)

X [Signature]

**WORKERS' COMPENSATION CERTIFICATION**  
(To Be Submitted with Bid)

Labor Code Section 3700

Every employer except the State shall secure the payment of compensation in one or more of the following ways:

- (a) By being insured against liability to pay compensation in one or more insurers duly authorized to write compensation insurance in the State.
- (b) By securing from the Director of Industrial Relations a certificate of consent to self-insure, which may be given upon furnishing proof satisfactory to the Director of Industrial Relations of ability to self-insure and to pay any compensation that may become due to its employees.

I am aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for worker's compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work of this contract.

Date 03 / 26 / 18

Vendor

By Ricky Wolter

Signature

(In accordance with Article 5 (commencing at Section 1860), Chapter 1, Part 7, Division 2 of the Labor Code, the above certificate must be signed and filed with the awarding body prior to performing any work under this contract.)

**CERTIFICATE REGARDING DRUG-FREE WORKPLACE**  
(To Be Submitted with Bid)

This Drug-Free Workplace Certification form is required from all successful bidders pursuant to the requirements mandated by Government Code Section 8350 et seq., the Drug-Free Workplace Act of 1980 requires that every person or organization awarded a contract or grant for the procurement of any property or service from any State agency must certify that it will provide a drug-free workplace by doing certain specified acts. In addition, the Act provides that each contract or grant awarded by a State agency may be subject to suspension of payments or termination of the contract or grant, and the contractor or grantee may be subject to debarment from future contracting, if the contracting agency determines that specified acts have occurred.

Pursuant to Government Code Section 8355, every person or organization awarded a contract or grant from a State agency shall certify that it will provide a drug-free workplace by doing all of the following:

- a) publishing a statement notifying employees that the unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance is prohibited in the person's or organization's workplace and specifying actions which will be taken against employees for violations of the prohibition;
- b) establishing a drug-free awareness program to inform employees about all of the following
  - 1) the dangers of drug abuse in the workplace;
  - 2) the person's or organization's policy of maintaining a drug-free workplace;
  - 3) the availability of drug counseling, rehabilitation and employee-assistance programs;
  - 4) the penalties that may be imposed upon employees for drug abuse violations.
- c) requiring that each employee engaged in the performance of the contract or grant be given a copy of the statement required by subdivision (1) and that, as a condition of employment on the contract or grant, the employee agrees to abide by the terms of the statement.

I, the undersigned, agree to fulfill the terms and requirements of Government Code Section 8355 listed above and will publish a statement notifying employees concerning (a) the prohibition of controlled substances at the workplace; (b) establishing a drug-free awareness program; and (c) requiring that each employee engaged in the performance of the contract be given a copy of the statement required by Section 8355(a) and requiring that the employee agrees to abide by the terms of that statement.

I also understand that if the SUPERINTENDENT determines that I have either (a) made a false certification herein, or (b) violated this certification by failing to carry out the requirements of Section 8355, that the contract awarded herein is subject to termination, suspension of payments, or both. I further understand that should I violate the terms of the Drug-Free Workplace Act of 1980, I may be subject to debarment in accordance with the requirements of Section 8350 et seq.

I acknowledge that I am aware of the provisions of Government Code Section 8350 et seq., and hereby certify that I will adhere to the requirements of the Drug-Free Workplace Act of 1980

Date 03 / 26 / 18

Ricky Wolter

Bidder



by *Mate Miller Wolfgram*

## Intro to Tangram

Tangram was founded in 1963. Today, we are the leading interiors solutions provider in Los Angeles with offices in Orange County, Downtown LA, Fresno and Bakersfield.

Over the years we have nurtured a collaborative and people focused, culture because we believe people fuel innovation. That culture has led to the organic growth of five business units which complement our core furniture offerings: flooring, fabrication, custom furniture, move management and communication technology.

Tangram is currently a flagship dealership for Steelcase, Inc. In the past four years, Tangram's annual sales volume has been top five for all North American Steelcase dealerships serving thousands of small, medium and large accounts. Annual Sales reached a record high \$180M in 2016. Tangram's culture of engagement also extends to the needs of each community we serve.

## About Our Thinking and Work.

The foundation for our work is a very simple idea. The more true value for the user, the more true value for the business. And true value for the user can only be achieved through great experiences. This is the core of our approach - taking products and services from a ethereal idea and viable solution to a desirable product and prodigious experience. That is what we do.

The Tangram experience is a chain of events, products and interactions in synergy with each other. What happens before you purchase your furniture, flooring or technology? What happens afterward? What happens in between? And how can the organization and internal systems support that? Only a synchronized ecosystem can deliver

## About Our People

There are 300+ people at Tangram spread across six offices with our headquarters being located in Santa Fe Springs, just outside of Downtown Los Angeles

As an organization, Tangram and its employees are very active in philanthropic engagements including participation in the Orangewood Foundation, Boy Scouts of America, Children's Hospital of Los Angeles, Susan G. Komen Race for the Cure, Alpha Toy Drive, the American Heart Association, the Special Olympics, the Let It Be Foundation and the Pacific Symphony.



# Vision & Philosophy

We create extraordinary value by providing a remarkable customer experience throughout our customer life-cycle of needs. The pursuit of our vision is reinforced by our four corporate goals:

- Being the "Top of Mind" resource for the knowledge we provide and the ability to secure our client's vision.
- Maximizing our position as the market leader in the healthcare, education, influencer communities and commercial markets.
- Delivering operational excellence while maintaining classic and effective in order to manage the various business cycles profitably.
- Culturally, all employees feel valued for their contributions to the customer experience and are driven to win as a team.



## Understand

We get to know you, your objectives and the environment you are looking to create.



## Co-design/Collaborate

Our design team, together with manufacturers designers and engineers, works side by side with you, interior designers, architects and project managers, to develop schematics and concepts.

Our team is dedicated to developing unique solutions that deliver results.

- We believe space is one of the means of lifting a company's culture
- Furniture plays a role in setting the stage to encourage desired behavior (collaboration, communication socializing)
- We partner with our clients and partners to develop furniture concepts that unlock the potential of organizations and their people



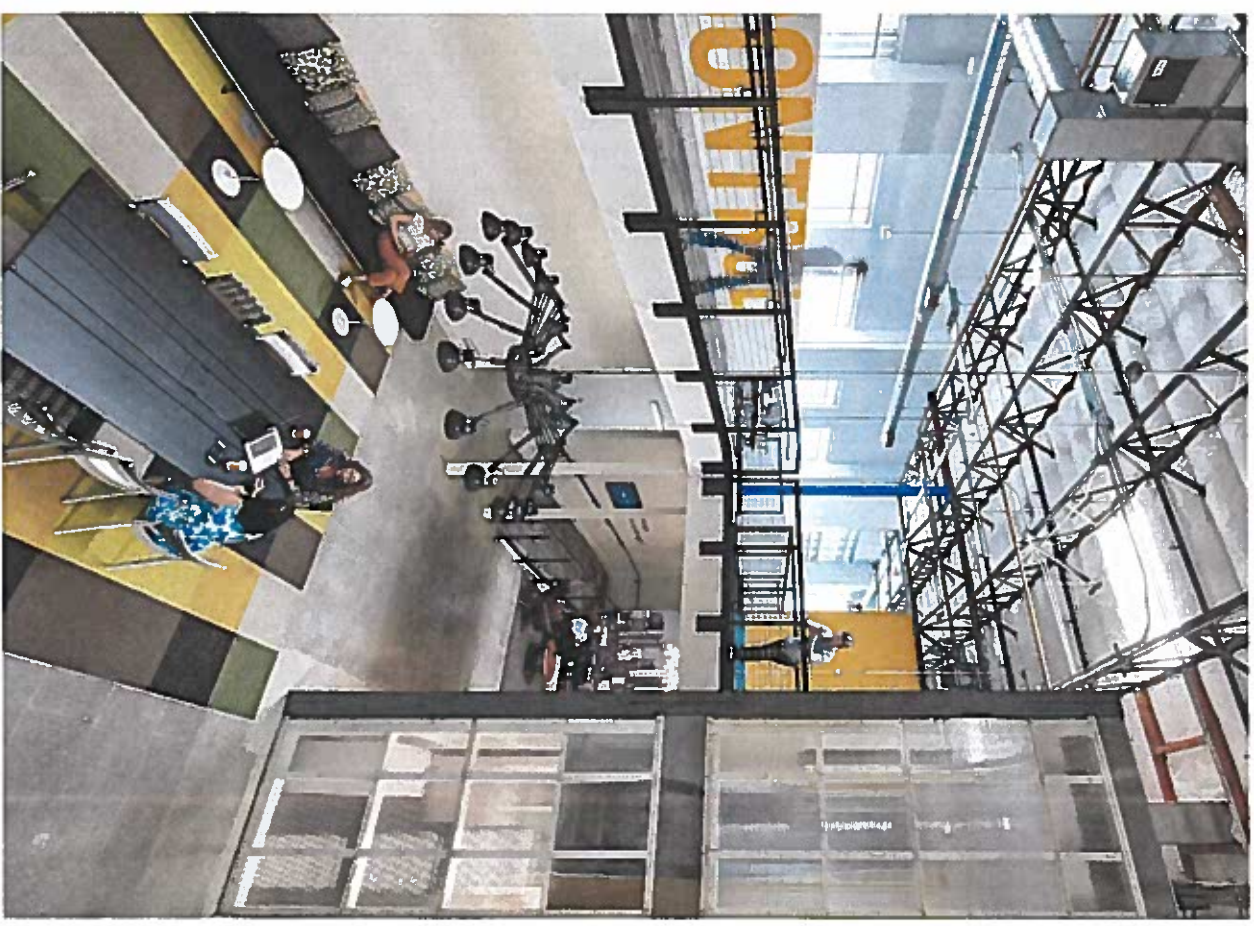
## Visualize

We create 3D renderings and schematics of various design options giving you the ability to envision your space before you place your order.



## Fulfill

Delivering your project on-schedule is our top priority. Our team of logistics experts, installers and your project manager handle all the details. From ensuring manufacturing completion, confirming delivery to site, and monitoring installation milestones, our team will ensure that your space is ready when you need it.





Key To: Best Great Teacher

## Top Ten Reasons

- 1. USER-CENTERED DESIGN**  
Our design philosophy places the user first. Ahead of all other aesthetic, material, and cost criteria is that which makes most a better day at work for our client.
- 2. PLATINUM STEELCASE PARTNER**  
Steelcase holds the largest and most comprehensive global product portfolio, and consistently receives the highest marks for excellence in seating, systems, and overall quality from industry publications.
- 3. PROVEN TEAM + TRACK RECORD**  
Tangram and Steelcase represent one of the premier manufacturing/dealer partnerships in the country: our record of success with important customer accounts and their project opportunities is formidable. You team should continue to expect the highest level of applied expertise to result in a successful project outcome.
- 4. TURNKEY LIFECYCLE SERVICES**  
Tangram's service offering, which includes custom furniture (Tangram Studio) as well as in-house repolishing and refinishing (Tangram OnSite) gives you true one-stop service for all current requirements, and to protect and maintain an investment long term.
- 5. COMPLEXITY MANAGED**  
Our investment in infrastructure is your advantage. Consider that through the work of our 230 employees, 40+ trucks leave Tangram's base of operations to deliver off 1,600 furniture orders to our clients throughout Southern California. These same unparalleled resources will be leveraged to provide a turnkey experience throughout your project.
- 6. ENVIRONMENTAL STEWARDS**  
Steelcase's noted accomplishments in the areas of Cadle-to-Cadle product, waste reduction, and materials application are followed by Tangram's zero-waste installation strategy. All cardboard, plastic, and wrapping materials are removed and recycled in our own containers post installation, and in as many instances as possible, blanketed wrapping supersedes traditional packaging.
- 7. HIGH-TECH EXPERIENCE**  
We believe today's "true value" "velocity" of our proprietary configuration software, CET, Tangram and Steelcase can reduce typical budgeting turnaround time by more than 50% from previous CAD-based furniture specification programs.
- 8. RESEARCH + DEVELOPMENT**  
First and foremost, Steelcase is a Research and Design company. Our solutions are an expression of the knowledge gained from years of observation, surveying, and testing.
- 9. FINANCIAL STABILITY**  
Tangram and Steelcase prosper over 50- and 100+ years in the industry, respectively. Our financial statement illustrates our stability and strength. We are your partner for the long term.
- 10. BEST LEADTIMES IN INDUSTRY**  
Recognized internationally for lean manufacturing, Steelcase continues to set the bar for leadership in the industry. Standard production/office products are available within 4-6 weeks, and our standard quickship items are available in as little as 1-3 weeks.





THAT TO DO

## Capabilities



*Custom Furniture*

### Tangram Interiors

[www.tangraminteriors.com](http://www.tangraminteriors.com)

As a Stockcase flagship dealer, we offer the strongest portfolio of architecture, furniture, and technology products in the industry, and complement Stockcase's catalog with 350+ leading manufacturers. We create extraordinary value by providing a remarkable customer experience throughout our customer's lifecycle of needs. Our team is dedicated to developing unique solutions that deliver results. Our design team, together with manufacturers' designers and engineers, work side by side with you, interior designers, architects and project managers, to develop schematics and concepts.

*At Tangram*

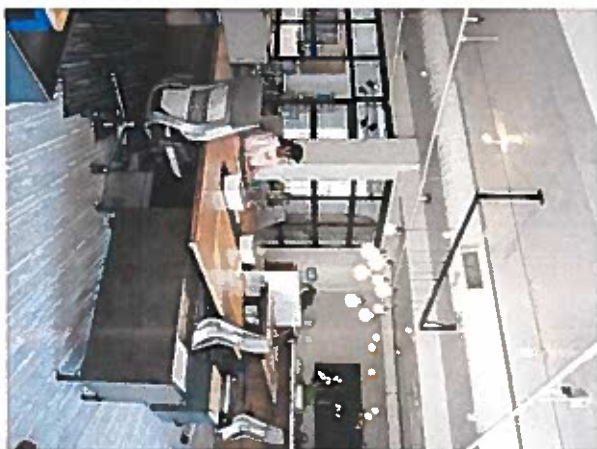
### Tangram Technology

[www.tangraminteriors.com/technology](http://www.tangraminteriors.com/technology)

Our Tangram Technology team understands how technology can foster communication, support mobility, enhance collaboration and drive better business results. Our holistic approach creates a unified ecosystem that incorporates the latest audiovisual technology with acoustics, lighting and speech privacy. Whether you need a HD experience boardroom, surround sound theater, corporate wide streaming or master control of your technology and building systems, we can help.



## Capabilities



### Commercial Flooring & Light Construction Tangram Flooring

[www.tangraminteriors.com/flooring](http://www.tangraminteriors.com/flooring)

"Tangram provides a wealth of consultation services for any flooring project, from an individual apartment to ongoing facility collaboration, to ensure that the flooring that comes in your door responds to your needs. Working as your agent, we negotiate with dealers to get our clients the products that best meet their needs and price points. Having Tangram onboard takes the guesswork and the stress off our clients' shoulders – from the ordering to the delivery to the completed installation of floor coverings and flooring systems."

### Commercial Move Services Tangram Move

[www.tangraminteriors.com/move](http://www.tangraminteriors.com/move)

Moving from one location to another can be very stressful with the interruption of work that packing and moving entails. However, with a Tangram project manager on-site to oversee the planning and implementation of your move, you can rest assured that your move will be easier than ever before. Whether it's a move to another portion of your facility or a large-scale relocation, Tangram provides experienced and comprehensive Move Management Services.

### Remediation/Flooring & Refinishing Tangram Onsite

[www.tangraminteriors.com/onsite](http://www.tangraminteriors.com/onsite)

**Refinish** - Whether it's a wood, laminate or metal finish, Onsite's team of refinishing experts can make your old furniture look brand new or even give it a completely different feel.

**Reupholster** - Anyone can go out and buy a new chair, but it takes a very talented team of furniture upholsterers to bring a run-down piece of furniture into the 21st century. From stripping to re-stuffing to reupholstering, Onsite does it all and your office furniture will turn into modern delights.

### Custom Furniture Tangram Studio

[www.tangramstudio.com](http://www.tangramstudio.com)

What separates Tangram Studio projects from the rest of the world is the detail and accuracy associated with every aspect of our work. We achieve this with an experienced and talented team of individuals working under the umbrella of an organization that is capable of delivering projects that range from small to gigantic.

# Tangram Team



**RICKY WOLTER**  
**SALES EXECUTIVE**

**E:** [rwolter@tangraminteriors.com](mailto:rwolter@tangraminteriors.com)  
**P:** 858.392.6825

Ricky Wolter serves as the main point of contact and project coordinator to his clients. His functions include meeting with clients to assess and establish scope of work for each project, providing quotations and pricing as requested and meeting with Architects and Designers to provide products and solutions that exceed their project needs. He works together with the Tangram "Project Team", which includes customer service, project management, accounting and operations, to ensure a smooth, positive experience, and successful project completion. Ricky's primary responsibility is to create and manage successful and ongoing relationships with clients and strategic partnerships in the A/D, project management, and commercial real estate community.



**AMBER JONES**  
**DIRECTOR OF EDUCATION**

**E:** [ajones@tangraminteriors.com](mailto:ajones@tangraminteriors.com)  
**P:** 661.416.2850

Amber serves as the primary point of contact and project coordinator for all clients alike. Her role is to align the team members and services at Tangram to match the customer's business objectives. Amber is responsible for assessing, budgeting, and overseeing the scope of work for any Tangram activity, including but not limited to installation, moves, adds, changes and other furniture related services.

Experience: Amber joined Tangram in 2014 and worked for a Stedake dealership from 2007 until 2014, she has extensive knowledge about Stedake's research and the products that were created from that research. Her attention to detail, product knowledge, and communication skills are exemplary and ensure projects are completed on time and meet importantly exceeding customer expectations. Amber's primary responsibility is to create and manage successful and ongoing relationships with clients and strategic partnerships in the A/D, project management, and commercial real estate community.



**TRACI BRIGGS**  
**CUSTOMER SERVICE**

**E:** [tbriggs@tangraminteriors.com](mailto:tbriggs@tangraminteriors.com)  
**P:** 949.955.6764

Traci has 15 years of experience in the furniture industry as a customer service representative. She is responsible for quoting, order placement, status updates and above all, meeting the customer's needs. Traci works with project managers to schedule delivery and installation of projects in addition to coordinating any service needs.



**LAURA NIX**  
**DESIGNER**

**E:** [lnix@tangraminteriors.com](mailto:lnix@tangraminteriors.com)  
**P:** 949.955.6792

Laura has 15 years of commercial furniture industry experience and holds a Bachelor of Science degree in Interior Design. She has concentrated her work on up-front conceptualization and clear collaboration to fully optimize real estate and leverage space in today's changing office space. Laura's responsibilities include space planning, value engineering, specification of products, 3D drawings and installation drawings; all using the latest state of the art software for plans and photo realistic renderings.



**ED GUTIERREZ**  
**PROJECT MANAGER**

**E:** [egutierrez@tangraminteriors.com](mailto:egutierrez@tangraminteriors.com)  
**P:** 562.365.5254

Ed is the Project Manager for Tangram. Ed will be responsible for the overall installation of the project and will coordinate with the installation team as it relates to project schedule, labor requirements and product shipments. Ed interfaces with other trades and helps to ensure that job-site conditions are ready for receipt of product. He will also complete post installation requirements for the job walk through. Ed will attend scheduled project meetings and be on site frequently during the installation to ensure that we are meeting scheduled targets for completion. He will work closely with the lead installer (foreman) who will be on site at all times and will have up to date knowledge and information of the status of the installation.

## Process

Targem and Sietzow offers a number of Workplace Tools and Resources that we facilitate to identify your workplace needs, ultimately informing application through users for your space. From these engagements, we are able to pull the most meaningful information from specific user groups that will intelligently inform your future design. We take key concepts from our discussion, and not only visualize them, but wait to design them with specific relevancy around a new Workplace Strategy.



### User Experience

The User Experience focuses on the needs and readiness of internal customer audiences by offering a crafted user experience before, during and after a pilot or project. Trained facilitators lead an initial "conversation" with the customer and a guided "work session" to plan modifications of the user experience.



### Collaborative Situations

The Collaborative Situations Workshop is a two-hour, interactive workshop for 8-12 end users at a customer location. This workshop explores a range of collaborative activities that can be supported in physical space. User input during the workshop will provide you with a means to understand their collaborative experience, behaviors and needs. The end result includes a range of application concepts designed to support different types of collaboration based on the specific needs of the end user group.



### Concept Review

The concept review outlines the workplace issues and poses the user's need into a conceptual design solution. Detailed insight driven callouts are added to each writing. Product highlights and next steps are included as well.



### Product Seminars

Sietzow and Targem will conduct seminars to train employees in the proper and safe use of furniture and support tools, basic ergonomics and proper furniture care and maintenance.



### Privacy Preferences

The Privacy Preferences Workshop is a two-hour, interactive workshop facilitated with 6-8 users at a customer location and designed to understand what privacy means to each individual, each user's needs for privacy and how they find privacy today. The workshop results include a range of application concepts designed to support different privacy needs.

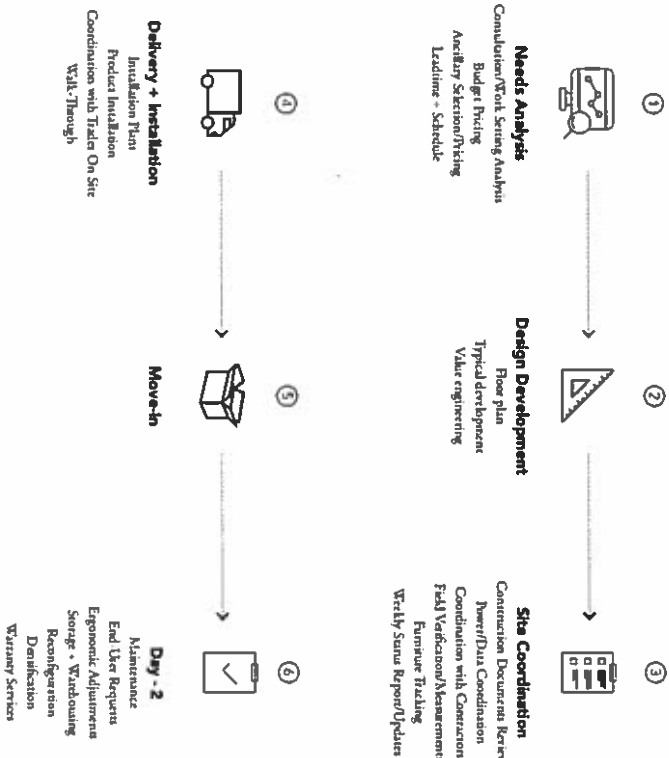


### Discovery Exercises

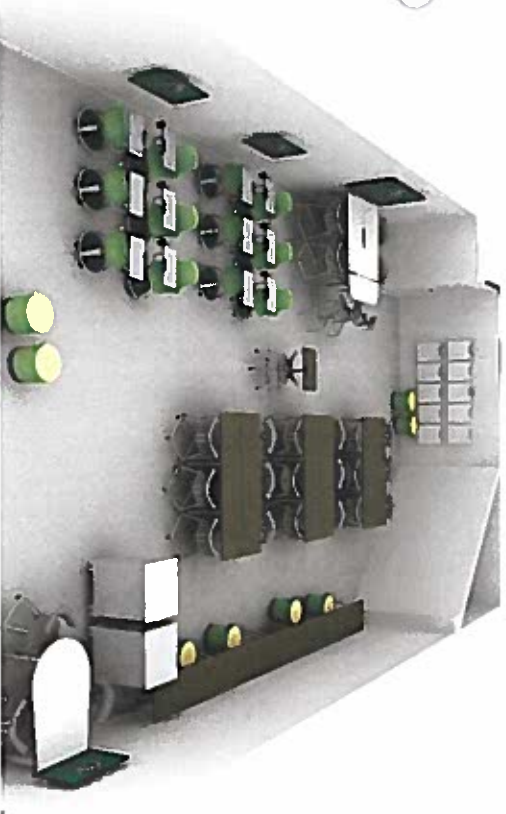
Discovery Exercises offers ways to learn about your business and strategic priorities by exploring workplace and business trends and specifically how they impact you. The exercise has 16 statements that are prioritized by the customer audience based on what's most important to them. We will review the top issues, prioritize and rank these statements and ultimately drive deeper into the stated priorities to align on next steps.

"The secret to getting ahead is getting started."

-Mark Twain



*Lakeside High School*  
**Lake Elsinore Unified School Dist.**

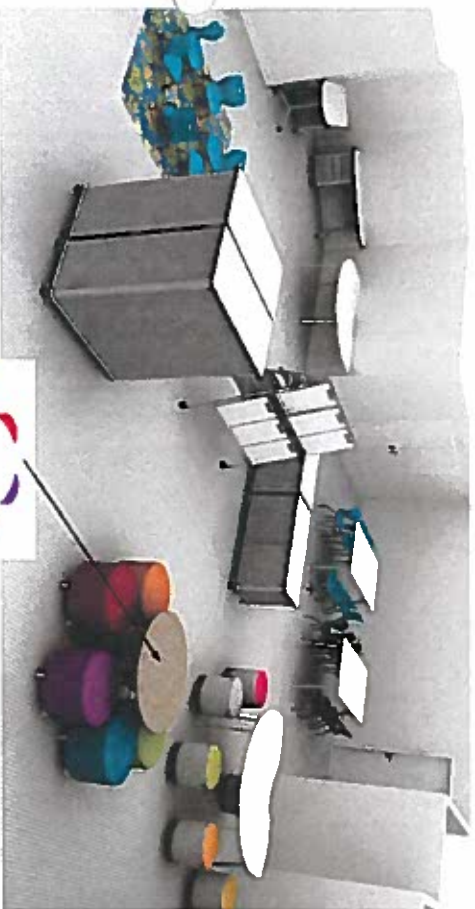
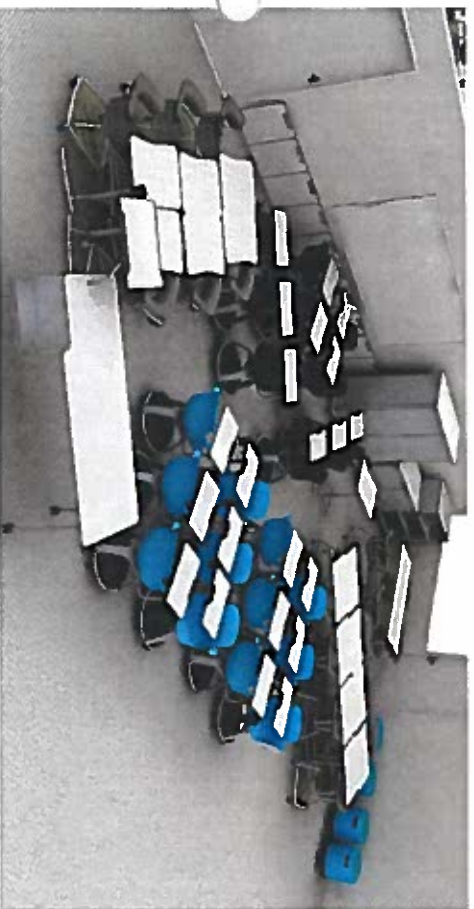


**LEUSD - Withrow Elementary 2nd Grade**

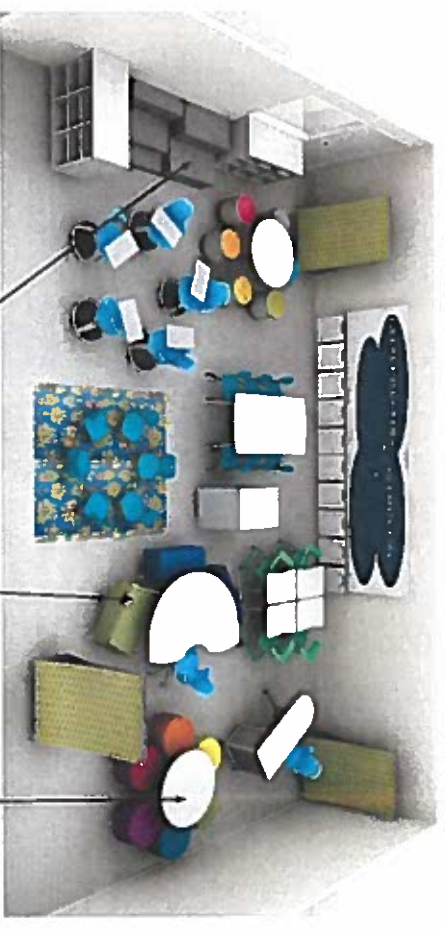




*William Collier Elementary*  
**Lake Elsinore Unified School Dist.**



*Ronald Reagan Elementary*  
**Lake Elsinore Unified School Dist.**



# Steelcase Contact Pricing

NAPA Contract # 001755-11

PRODUCTS AND PRICING - Amendment # 3

FOR DELIVERIES IN THE UNITED STATES

CDA # 15601807

Member may purchase Products under this Agreement at prices shown in the applicable Price List in effect at the time the purchase order is placed, less the minimum discounts on the items listed below. A thirty (30) day written notification will be given to NAPA on any Product list price adjustment. The discounts shown are based on Drop Ship delivery to the Member's Designated Location. Exceptions include Alaska and Hawaii, where additional freight charges apply and will be quoted upon request. Installation is available from Dealers at no more than seven percent (7%) of list price, subject to the terms and conditions identified below.

Deliveries from Dealer to NAPA shall be DDP, NAPA's Designated Location. Exceptions include Alaska and Hawaii, where additional freight charges apply and will be quoted upon request. For deliveries in Alaska, a service charge equal to five percent (5%) of list price shall be assessed to NAPA for Orders up to \$200,000 list price. The service charge for Orders above \$200,000 list price shall be negotiated.

Alaska Remote Locations Installation & Service: Any location outside of a 50 mile radius of the Steelcase dealer's location(s) are considered remote. Upon request, the dealer would provide a not to exceed estimate with respects to travel, per diem, lodging and equipment rental, if needed, at the time of project quotation. Member would pay actual invoice of these items, upon verification of the fees.

Price List - Order Size	Discounts off List
Answer, Answer Free-standing Desk, Universal Pedestal, Universal System Workurface, Universal BioChic Bioshelves, Universal Tables	
USD 1 - 50,000 list	61.00%
USD 50,001 - 150,000 list	62.00%
USD 150,001 list and above	62.00% or more*
Aventa, Series 9000	
USD 1 - 50,000 list	60.00%
USD 50,001 - 150,000 list	62.00%
USD 150,001 list and above	62.00% or more*
Bonhomme Task Light, LED Personal Task Light, LED Shift Light, Underline Task Light, Reed LED Shift Light, Adjustable Tables - Series 3, Adjustable Tables - Series 5, Adjustable Tables - Series 7, Adjustable Tables - Series 9, Series Benches	
USD 1 - 50,000 list	49.00%
USD 50,001 - 150,000 list	50.00%
USD 150,001 list and above	50.00% or more*
Brody Lounge Seating	
USD 1 - 50,000 list	43.00%
USD 50,001 - 150,000 list	43.00%
USD 150,001 list and above	43.00% or more*
Cool, U3	
USD 1 - 50,000 list	51.00%
USD 50,001 - 150,000 list	53.00%
USD 150,001 list and above	53.00% or more*

PRODUCTS AND PRICING (continued)

FOR DELIVERIES IN THE UNITED STATES

CDA # 15601807

Price List - Order Size	Discounts off List
Criterion	
USD 1 - 50,000 list	61.00%
USD 50,001 - 150,000 list	62.00%
USD 150,001 list and above	62.00% or more*
crisape, Frampoint, Divisible Screens	
USD 1 - 50,000 list	46.00%
USD 50,001 - 150,000 list	48.00%
USD 150,001 list and above	48.00% or more*
Evo Accessories, Evo Whiteboards	
USD 1 - 150,000 list	46.00%
USD 150,001 list and above	46.00% or more*
Groupwork, TS Mobile Pedestal, TS Tower Too	
USD 1 - 50,000 list	54.00%
USD 50,001 - 150,000 list	57.00%
USD 150,001 list and above	57.00% or more*
Kick, Kick Free-standing Carcass, TS Workurface	
USD 1 - 50,000 list	59.00%
USD 50,001 - 150,000 list	62.00%
USD 150,001 list and above	62.00% or more*
Leap, Reply, Catcher Seating, Move, Amia, Capture, QM, Think - Task	
USD 1 - 50,000 list	53.00%
USD 50,001 - 150,000 list	54.00%
USD 150,001 list and above	54.00% or more*
Leap Workbench and Leap Ottoman	
USD 1 - 50,000 list	50.00%
USD 50,001 - 150,000 list	52.00%
USD 150,001 list and above	52.00% or more*
media:scape, media:scape Lounge, Migration	
USD 1 - 50,000 list	43.00%
USD 50,001 - 150,000 list	44.00%
USD 150,001 list and above	44.00% or more*
Node	
USD 1 - 50,000 list	51.50%
USD 50,001 - 150,000 list	53.50%
USD 150,001 list and above	53.50% or more*
Premium Whiteboards	
USD 1 - 50,000 list	48.00%
USD 50,001 - 150,000 list	50.00%
USD 150,001 list and above	50.00% or more*
RoomWorkand 2.0	
USD 1 - 150,000 list	46.50%
USD 150,001 list and above	46.50% or more*



# Steelcase Contact Pricing

PRODUCTS AND PRICING (Continued)

FOR DELIVERIES IN THE UNITED STATES

CDA #: 15/01487

Price List / Order Size

Discount off List

Standard Lighting, Utility Lighting	
USD 1 – 50,000 list	57.00%
USD 50,001 – 150,000 list	59.00%
USD 150,001 list and above	59.00% or more <sup>a</sup>
TS Undermount Surface Lateral, TS Fixed Pedestal, TS Bin & Shelves, 200 Series Bin, Duo Storage for Answer, Universal System Worksurface-Wood, Monotage	
USD 1 – 50,000 list	58.00%
USD 50,001 – 150,000 list	60.00%
USD 150,001 list and above	60.00% or more <sup>a</sup>
Verb	
USD 1 – 50,000 list	57.00%
USD 50,001 – 150,000 list	59.00%
USD 150,001 list and above	59.00% or more <sup>a</sup>
Cherry	
USD 1 – 50,000 list	47.00%
USD 50,001 – 150,000 list	48.00%
USD 150,001 list and above	48.00% or more <sup>a</sup>
Adjustable Tables – Airtouch	
USD 1 – 50,000 list	57.00%
USD 50,001 – 150,000 list	61.00%
USD 150,001 list and above	61.00% or more <sup>a</sup>
Fluorok	
USD 1 – 150,000 list	43.00%
USD 150,001 list and above	43.00% or more <sup>a</sup>
Architectural Modular Power, Pathways Power & Communication, Low Profile Floor, Privacy Walls, OT Pro	
USD 1 – 50,000 list	49.00%
USD 50,001 – 150,000 list	51.00%
USD 150,001 list and above	51.00% or more <sup>a</sup>
Thread	
USD 1 – 50,000 list	43.00%
USD 50,001 – 150,000 list	44.00%
USD 150,001 list and above	44.00% or more <sup>a</sup>
V.A.A.	
USD 1 – 50,000 list	44.00%
USD 50,001 – 150,000 list	51.00%
USD 150,001 list and above	51.00% or more <sup>a</sup>
Balance of Steelcase Steel Products including 200 Series Lateral and Post & Beam System (other than Exception below)	
USD 1 – 50,000 list	57.00%
USD 50,001 – 150,000 list	59.00%
USD 150,001 list and above	59.00% or more <sup>a</sup>

PRODUCTS AND PRICING (Continued)

FOR DELIVERIES IN THE UNITED STATES

CDA #: 15/01487

Price List / Order Size

Discount off List

Dom Ship

Currency, Payback, Sawyer	
USD 1 – 50,000 list	54.00%
USD 50,001 – 150,000 list	57.00%
USD 150,001 list and above	57.00% or more <sup>a</sup>
Executive Elements	
USD 1 – 50,000 list	52.00%
USD 50,001 – 150,000 list	53.00%
USD 150,001 list and above	53.00% or more <sup>a</sup>
Freelance	
USD 1 – 50,000 list	50.00%
USD 50,001 – 150,000 list	52.00%
USD 150,001 list and above	52.00% or more <sup>a</sup>
Balance of Steelcase Wood Products including Steno Seating (other than Exception below)	
USD 1 – 50,000 list	50.00%
USD 50,001 – 150,000 list	51.00%
USD 150,001 list and above	51.00% or more <sup>a</sup>
Turnstone Products (other than Exception below)	
USD 1 – 50,000 list	54.00%
USD 50,001 – 150,000 list	57.00%
USD 150,001 list and above	57.00% or more <sup>a</sup>
Carl Hansen Seating / Tables	
USD 1 – 150,000 list	45.00%
USD 150,001 list and above	45.00% or more <sup>a</sup>
Coalition Products including Legnitas, Nissland Collection, Moss Lounge Seating (other than Exception below)	
USD 1 – 50,000 list	48.00%
USD 50,001 – 150,000 list	50.00%
USD 150,001 list and above	50.00% or more <sup>a</sup>
Balance of Workbooks Products (other than Exception below)	
USD 1 – 50,000 list	49.00%
USD 50,001 – 150,000 list	50.00%
USD 150,001 list and above	50.00% or more <sup>a</sup>
Balance of Steelcase Health Products including Cura Seating, Livia, Pocket, Teva, Malibu Tables, Malibu Seating, Sleek Tables, Empath Recliner Seating, Mineral Recliner Seating, Slumber Day Bed, Chair Box, Alchemy, Exchange Tables, Threepoint, Folia, Mobile Overbed Tables, Opus, Park, Regard, Serica, Soana, Sync, Waldorf (other than Exception below)	
USD 1 – 50,000 list	45.00%
USD 50,001 – 150,000 list	47.00%
USD 150,001 list and above	47.00% or more <sup>a</sup>

# Steelcase Contact Pricing

## PRODUCTS AND PRICING (continued)

### FOR DELIVERIES IN THE UNITED STATES

CDA # 1500487

Price List / Order Size	Discount off List
Service Parts for all of the above	Drop Ship
All Order sizes	33.00%

\*Mutually agreed upon discount to be arrived at between Member, Dealer, & Steelcase. However, the discount to Member shall be no less than the discount in the preceding tier of that pricing category.

The following Products listed under the EXCEPTIONS category below were not considered within the discount schedule above. If required, mutually agreed upon discounts for the aforesaid Products will be negotiated between Member, Dealer and Steelcase.

#### EXCEPTIONS

- Steelcase Steel Price List: New Products, I Line, Technology Upgrades
- Steelcase Wood Price List: New Products
- Turnstone Price List: New Products
- Coakase Price List: Azra
- Worktools Price List: New Products
- Steelcase Health Price List: New Products

#### OTHER

- Terms and conditions for the delivery and installation of architectural products will be negotiated on a project by project basis
- Only Orders from Steelcase Steel, Steelcase Wood, and Steelcase Worktools Price Lists may be combined for the purpose of defining Order Size
- List Price dollar volume categories may be automatically adjusted at the time of an announced price adjustment
- Due to such factors as limited street and building access, secondary transportation costs, union premiums, special permits, etc., installations in major market areas are subject to additional charges

#### Product and Pricing Terms

##### DEFINITIONS:

**NJPA** - As used herein, all references to NJPA shall mean and include NJPA, organized pursuant to M.S. 123A.21, its successors, permitted assigns, subsidiaries, affiliates and any of its present and future subsidiaries or organizations controlled by, controlling or under common control with it

**Steelcase, Inc.** - As used herein, means Steelcase, Inc., its successors, permitted subsidiaries, affiliates and any of its present and future subsidiaries or organizations controlled by, controlling or under common control with it

**Contract Price** - Recommended pricing discount established through the contract award

**Member** - As used herein, shall be defined in accordance with Minnesota Statute (M.S. 123A.21) and means any qualified educational agency public or private, city, county or other governmental agency and all non-profit agencies nationally that have been deemed eligible for participation by the NJPA Board of Directors and which is a member in good standing of NJPA.

**Program** means the purchasing program for Premium Grade Office Furniture, and Related Equipment and Accessories with the pricing described in RFP #031715, Steelcase Inc.'s response to that IFB, or as otherwise agreed to by the parties. All other terms of the Program will relate to the RFP #031715

**Dealer** - means the Steelcase Participating Dealers either individually or collectively who are the authorized distributors of Steelcase, Inc.'s products nationwide who provide Products and services to the NJPA Members consistent with the terms of this Agreement. All products purchased pursuant to this Agreement by Members shall be purchased from and through one of Steelcase, Inc.'s Dealers

**Terms and conditions** - as a result of RFP #031715 contract award to Steelcase, all parties to include the NJPA participating members are bound to terms and conditions of the RFP as well as applicable terms and conditions of this operating agreement.

**DDP (Delivered Duty Paid)** - Pursuant to Incoterms 2010, Dealer has fulfilled its delivery obligations when the Products have been placed cleared for import and ready for unloading, at NJPA Member's disposal at the designated receiving dock at NJPA Member's Designated Location.

**Designated Location** - The physical delivery location as specified by Member

**Drop Ship** - Pricing for Products includes delivery from the applicable Steelcase factory to the receiving dock of Member's Designated Location.

**Delivered and Installed** - Pricing for Products includes delivery from the applicable Steelcase factory to NJPA Member's Designated Location. Products are unpacked, inspected, cleaned, assembled and set in place by Dealer.

**Large Order:** One quantity of Products to be shipped at one time to one location with a minimum list price value of:

Steelcase Products (other than exceptions below)	USD 500,000 or equivalent
Coakase	USD 75,000 or equivalent
Worktools Products	USD 25,000 or equivalent
Turnstone, Steelcase Health	USD 150,000 or equivalent

**Customer's Designated Location** - The physical delivery location as specified on Customer's purchase order, specifying whether the Product is to be delivered directly from the applicable Steelcase factory to the receiving dock on Customer's premises or on the premises of one of its Subsidiaries, or to the receiving dock of third party warehouse for purposes of temporary storage or preparation (e.g. unpacking, sub assembly, staging, etc.)

**EDI (Electronic Data Interchange)** - A computer-to-computer transfer of business documents used for the transmission of purchasing documents such as purchase orders, modifications, and invoices.

**List Price** - The price set forth in Awarded Vendor's published Price List.

**Negotiate** - Mutually agreed upon price to be arrived at between Member, Dealer, and Awarded Vendor

**New Products** - Products are considered new for a period of two years from the date on which they are first shipped in a particular market.

**Order** - One quantity of Product to be shipped at one time to one location.

**Price List** - A general term which covers a variety of specific naming conventions such as Specification Guides, Price Guides, Price and Product Manuals, Catalogs, and Electronic Catalogs (ECAT's)

**Special Products** - Products that are developed by Awarded Vendor to Member specifications

## KI Contact Pricing

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# KI Contact Pricing

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# IOJ

CONTRACT R142208



## THE POWER OF ONE

the fact that the US, H&M is always ready to provide the best possible experience for you and our customers.



Better Together

The National IPA can act as a key to the ability to improve the environmental performance of over 45,000 private sector enterprises residing in a savings of at least \$555 in every 1,000 of the \$1.6 trillion U.S. GNP. (Financial Times, April 19, 1990.) The future power of MCD and National IPA today?

Visit [hon.com/nationalipa](http://hon.com/nationalipa) to view the National IPA Catalog

TO LEGISLATE IS TO GOVERN WITH AUTHORITY, AND THAT AUTHORITY IS OBTAINED BY THE

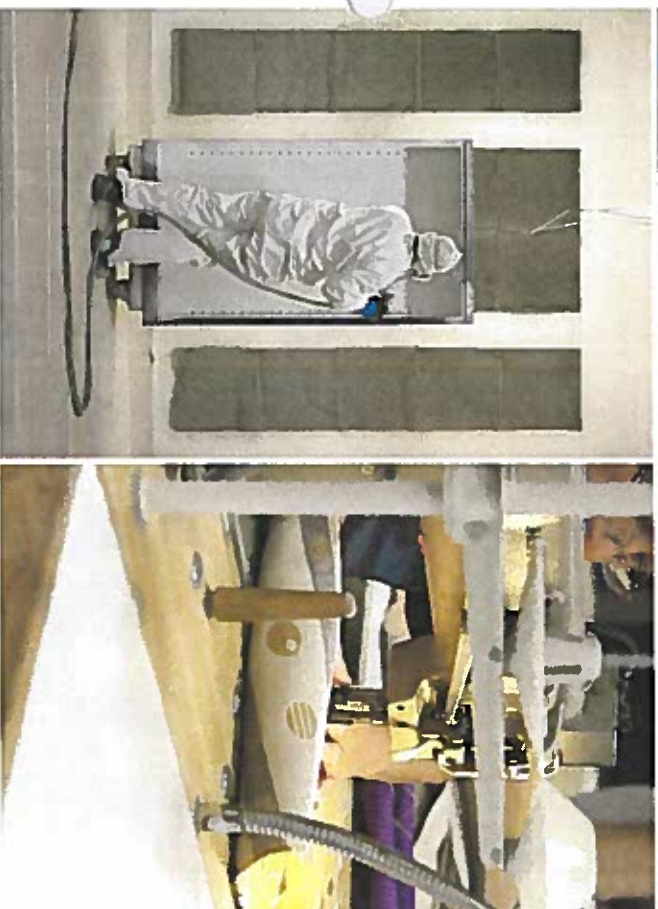
PLEASE CONTACT YOUR CONSUMER  
CREDIT COUNSEL WITH ANY QUESTIONS

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## Care & Maintenance



When you call Tangam with a product support need, which ranges from warranty service repair, touch up, wood repair, cleaning, lock repair and refinishing or replacement services, you get real solutions, quickly.



### Missing Key Storage

Spare keys available in stock can overnight keys or process replacement orders within 24 hours



### Damaged Wood Veneer Worksurface

Tangam OnSite can perform touch-up or refinishing of virtually any wood or wood veneer product, and can also re-laminate worksurfaces too



### Wall Mount, Damaged Panel, or Upholstery Fabrics

Tangam OnSite cleaning can expertly clean and renew all manner of textiles, from bedlinen to suede to fabric and beyond



### User Comfort Adjustments

Tangam chairs and formica are all equipped to perform "Happy Crew" adjustments for user comfort, such as repositioning worksurface height, storage elements, and workstation orientation.



### General Service Calls

Service calls are handled within 8 hours (emergency), 48 hours (priority), or 7 days (standard)



### Warranty Replacements

Tangam honors the manufacturer's warranties for all products we sell, and has a dedicated staff to pursue replacement parts and schedule follow up labor for all products under warranty. Of course, liability repairs outside of the warranty cycle will receive the same attention, and our staff seeks the most cost-efficient method to keep your product in service



*Tangan Interiors*



[tanganinteriors.com](http://tanganinteriors.com)



*Point of Contact*

---

**Ricky Wolter**  
**Sales Executive**

E: [ricky@tangraminteriors.com](mailto:ricky@tangraminteriors.com)  
P: 818.382.6025

**Santa Fe Springs**  
9200 Serrano Avenue

**Newport Beach**  
1375 Durr Street, Suite 300

**Bakersfield**  
7415 Monro Avenue

**DTLA**  
527 West 7th Street, Suite 1204

**Fresno**  
677 West Palmden Drive, Suite 101

**Riverside**  
1650 Spruce Street, Suite 302



Furniture | Flooring | Technology

*Tangram Interiors* collaborates with clients to create and manage impactful interior environments that enhance our client's brand and culture through the expert integration of technology, furniture, flooring, and facility service solutions.

Hi! I'm Joe, the CEO.

## From Our CEO

Although it may be shocking, selling office furniture wasn't exactly my childhood dream. I was drawn into the furniture industry by chance. I graduated from the University of Michigan with a double major in chemistry and math, but after college, I became interested in the industry and it quickly became my passion. Since the time that Jack and I took over a struggling company in 2002, Tangram has grown to be the largest dealership in Southern California with almost 300 people and generating over \$180 million in revenue last year. There's not much else, other than maybe my kids, that makes me prouder than what we continue to achieve here.

This industry fits me, but it's extremely complex and most people really don't understand it. When asked to describe what Tangram does, a large percentage would say "sell office furniture" and sure, of course, we do, but talking up the entire process to "selling office furniture" certainly does not do Tangram justice. I think most of my staff would agree that selling chairs isn't really what gets our blood flowing. What does is when I can walk into a client's finished space and see that their culture, their brand, and their values are now fully integrated with the way that they work; that's what I love. Your office is an extension of your brand, it's a tool that can be used to increase productivity, employee engagement and ultimately, your bottom line. Tangram doesn't just sell office furniture; we create environments that enable your company to thrive.

Thank you for the opportunity to bid on this project, we look forward to our future partnership.



Joe Lozowski  
PRESIDENT & CEO



New Building, November 3, 2011

## Our

## Leadership

**President & CEO**  
Joe Lozowski

**Chief Operating Officer**  
Jack Roberson

**Chief Financial Officer**  
Nick Greening, MBA

**Chief Marketing Officer**  
Paul Randall Smith, MBA

**Vice President, Sales**  
David Morgan

**Vice President, Business Development**  
Mitchell Zakinger

**Vice President, Creative & Administrative Services**  
Deryn Sharp

**Vice President, Information Technology**  
Dana Gove

**Sales Directors**  
Shirley O'Hara

**General Manager, Flooring**  
Dana Gove

**Creative Director, Studio**  
Charlotte Wiedemuth

**General Manager, Flooring**  
Dana Gove

**Director, Human Resources**  
Paul Bland

**Director, Construction**  
Christine Lau

**Director, Operations**  
Kathy Macintosh

**Director, Project Management**  
Lara Cammons



*Tangram - Beautiful Beyond  
Imagination and the 2016 Green Movement Project  
for the University of Michigan - 2016*

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**SIGNATURE PAGE/BID FORM**  
(Please type or print)

The undersigned having carefully examined the Notice Calling for Bids, the Specifications, and all contract documents for the proposed furniture: new or refurbished, systems, stand-alone and classroom furniture bid the following:

**ADDENDA:** The undersigned has thoroughly examined any and all Addenda issued during the bid period and is thoroughly familiar with all contents thereof and acknowledges receipt of the following Addenda: (bidder to list all addenda)

Addendum No. _____	Date Received _____	Addendum No. _____	Date Received _____
Addendum No. _____	Date Received _____	Addendum No. _____	Date Received _____

**BID AMOUNT:** Please provide percentage discount and name of manufacturer

50 % off \_\_\_\_\_ manufacturer's list price  
22.5 % off \_\_\_\_\_ manufacturer's list price  
56 % off \_\_\_\_\_ manufacturer's list price  
\_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
\_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
\_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
\_\_\_\_\_ labor and installation  
\_\_\_\_\_ shipping costs

**IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.**

**COMPANY INFORMATION**

Company Name Tangram Interiors

Authorized Representative Ricky Wolter  
(Please type or print)

Company Address 9200 Sorrensen Ave, Santa Fe Springs, CA 90670

Telephone Number (562) 365-5000 Fax Number (562) 777-9742

E-mail Address wolter@tangraminteriors.com

Authorized Representative's Signature 

**NON-COLLUSION DECLARATION**  
(To Be Submitted with Bid)

The undersigned declares.

I am the Sales Executive of Tangram Interiors the party making the foregoing bid

The Bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization or corporation. The Bid is genuine and not collusive or sham. The bidder has not directly or indirectly induced, solicited or solicited any other bidder to put in a false or sham bid. The bidder has not directly or indirectly colluded, conspired, connived or agreed with any bidder or anyone else to put in a sham bid, or to refrain from bidding. The bidder has not in any manner, directly or indirectly, sought by agreement, communication or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit or cost element of the bid price, or of that of any other bidder. All statements contained in the bid are true. The bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof, to effectuate a collusive or sham bid, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a bidder that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the bidder.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on:

Monday CA at 03 / 26 / 18 San Fe Springs  
(date) (state) (city)

 X



**WORKERS' COMPENSATION CERTIFICATION**  
(To Be Submitted with Bid)

Labor Code Section 3700:

Every employer except the State shall secure the payment of compensation in one or more of the following ways

- (a) By being insured against liability to pay compensation in one or more insurers duly authorized to write compensation insurance in the State
- (b) By securing from the Director of Industrial Relations a certificate of consent to self-insure, which may be given upon furnishing proof satisfactory to the Director of Industrial Relations of ability to self-insure and to pay any compensation that may become due to his employees.

I am aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for worker's compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work of this contract.

Date: 03 / 26 / 18

Vendor

By: Ricky Wolter

Signature

(In accordance with Article 5 (commencing at Section 18600), Chapter 1, Part 7, Division 2 of the Labor Code, the above certificate must be signed and filed with the awarding body prior to performing any work under this contract.)

**CERTIFICATE REGARDING DRUG-FREE WORKPLACE**  
(To Be Submitted with Bid)

This Drug-Free Workplace Certification form is required from all successful bidders pursuant to the requirements mandated by Government Code Section 8350 et seq., the Drug-Free Workplace Act of 1990 or service from any State agency must certify that it will provide a drug-free workplace by doing certain specified acts. In addition, the Act provides that each contract or grant awarded by a State agency may be subject to suspension of payments or termination of the contract or grant, and the contractor or grantee may be subject to debarment from future contracting, if the contracting agency determines that specified acts have occurred.

Pursuant to Government Code Section 8355, every person or organization awarded a contract or grant from a State agency shall certify that it will provide a drug-free workplace by doing all of the following:

- a) publishing a statement notifying employees that the unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance is prohibited in the person's or organization's workplace and specifying actions which will be taken against employees for violations of the prohibition;
- b) establishing a drug-free awareness program to inform employees about all of the following:

- 1) the dangers of drug abuse in the workplace;
- 2) the person's or organization's policy of maintaining a drug-free workplace;
- 3) the availability of drug counseling, rehabilitation and employee-assistance programs;
- 4) the penalties that may be imposed upon employees for drug abuse violations.

- c) requiring that each employee engaged in the performance of the contract or grant be given a copy of the statement required by subdivision (1) and that, as a condition of employment on the contract or grant, the employee agrees to abide by the terms of the statement.

I, the undersigned, agree to fulfill the terms and requirements of Government Code Section 8355 listed above and will publish a statement notifying employees concerning (a) the prohibition of controlled substances at the workplace, (b) establishing a drug-free awareness program, and (c) requiring that each employee engaged in the performance of the contract be given a copy of the statement required by Section 8355(a) and requiring that the employee agrees to abide by the terms of that statement.

I also understand that if the SUPERINTENDENT determines that I have either (a) made a false certification herein, or (b) violated this certification by failing to carry out the requirements of Section 8355, that the contract awarded herein is subject to termination, suspension of payments, or both. I further understand that, should I violate the terms of the Drug-Free Workplace Act of 1990, I may be subject to debarment in accordance with the requirements of Section 8350 et seq.

I acknowledge that I am aware of the provisions of Government Code Section 8350 et seq., and hereby certify that I will adhere to the requirements of the Drug-Free Workplace Act of 1990.

03 / 26 / 18

Date:

Ricky Wolter  
Bidder



We Make Miller Workpieces

## Intro to Tangram

Tangram was founded in 1963. Today, we are the leading interior solutions provider in Los Angeles with offices in Orange County, Downtown LA, Fresno and Bakersfield.

Over the years we have nurtured a collaborative and people focused culture because we believe people fuel innovation. That culture has led to the organic growth of five business units which complement our core furniture offering: flooring, fabrication, custom furniture, move management and communications technology.

Tangram is currently a flagship dealership for Steekase, Inc. In the past four years, Tangram's annual sales volume has been top five for all North American Steekase dealerships serving thousands of small, medium and large accounts. Annual Sales reached a record high \$180M in 2016. Tangram's culture of engagement also extends to the needs of each community we serve.

## About Our Thinking and Work.

The foundation for our work is a very simple idea. The more true value for the user, the more true value for the business. And true value for the user can only be achieved through great experiences. This is the core of our approach - taking products and services from a relevant idea and viable solution to a desirable product and prodigious experience. That is what we do.

The Tangram experience is a chain of events, products and interactions in synergy with each other. What happens before you purchase your furniture, flooring or technology? What happens afterward? What happens in between? And how can the organization and internal systems support that? Only a synchronized ecosystem can deliver

true service excellence to the customer. This is why our approach is two-fold, both crafting every touch point and designing the intangible experience as a whole. We collaborate with clients as a creative partner to create and manage interior environments that enhance the client's brand and culture through the expert integration of technology, furniture, floor coverings, and service solutions. In this process, we adapt the customer's perspective to design for their brand and culture. And equally important, we help our clients manage resources and processes behind the scenes so the end result is not only enjoyable but fiscally responsible.

## About Our People

There are 300+ people at Tangram spread across six offices with our headquarters being located in Santa Fe Springs, just outside of Downtown Los Angeles.

As an organization, Tangram and its employees are very active in philanthropic engagements including participation in the Orangewood Foundation, Boy Scouts of America, Children's Hospital of Los Angeles, Susan Komen Race for the Cure, Asper's Toy Drive, the American Heart Association, the Special Olympics, the Let It Be Foundation and the Pacific Symphony.

## Vision & Philosophy

We create extraordinary value by providing a remarkable customer experience throughout our customer's life-cycle of needs. The pursuit of our vision is reinforced by our four corporate goals:

- Bringing the "Top of Mind" resonance for the knowledge we provide and the ability to secure our client's vision.
- Maintaining our position as the market leader in the healthcare, education, influencer communities and commercial markets.
- Delivering operational excellence while remaining elastic and effective in order to navigate the various business cycles profitably.
- Culturally, all employees feel valued for their contribution to the customer experience and are driven to win as a team.



### Understand

We get to know you, your objectives and the environment you are looking to create.



### Co-design/Collaborate

Our design team, together with manufacturers' designers and engineers, works side by side with you, interior designers, architects and project managers, to develop schematics and concepts.

Our team is dedicated to developing unique solutions that deliver results:

- We believe space is one of the means of defining a company's culture.
- Furniture plays a role in setting the stage to encourage desired behavior (collaboration, communication, socializing).
- We partner with our clients and partners to develop furniture concepts that unlock the potential of organizations and their people.



### Visualize

We create 3D renderings and schematics of various design options giving you the ability to envision your space before you place your order.



### Fulfill

Delivering your project on-schedule is our top priority. Our team of logistics experts, installers and your project manager handle all the details. From ensuring manufacturing completion, confirming delivery to site, and monitoring installation milestones, our team will ensure that your space is ready when you need it.







Why We Work Great Together

## Top Ten Reasons

- 1. USER-CENTERED DESIGN**  
 Our design philosophy places the user first. Ahead of all other aesthetic, material, and cost criteria is that which matters most: a better day at work for our clients.
- 2. PLATINUM STEELCASE PARTNER**  
 Steelcase holds the largest and most comprehensive global product portfolio, and consistently receives the highest marks for excellence in seating, systems, and overall quality from industry publications.
- 3. PROVEN TEAM + TRACK RECORD**  
 Tangram and Steelcase represent one of the preeminent manufacturer/dealer partnerships in the country: our record of success with important customer accounts and their project opportunities is formidable. Your team should continue to expect the highest level of applied expertise to result in a successful project outcome.
- 4. TURNKEY LIFECYCLE SERVICES**  
 Tangram's service offering, which includes custom furniture as in-house upholstery and refinishing (Tangram Studio) as well as OnSite gives you true one-stop service for its current requirement, and to protect and maintain its investment long-term.
- 5. COMPLEXITY MANAGED**  
 Our investment in infrastructure is your advantage. Consider that through the work of our 250 employees, 40+ trucks leave Tangram's base of operations to deliver off 1,600 furniture orders to our clients throughout Southern California. These same unparalleled resources will be leveraged to provide a turnkey experience throughout your project.
- 6. ENVIRONMENTAL STEWARDS**  
 Steelcase's noted accomplishments in the areas of Cradle to Cradle product, waste reduction, and materials application are followed by Tangram's near zero-waste installation strategy. All cardboard, plastic, and wrapping materials are removed and recycled in our own containers post installation, and in as many instances as possible, blanket wrapping supersedes traditional packaging.
- 7. HIGH-TECH EXPERIENCE**  
 We believe today's clients value "velocity." Using our proprietary configuration software, CET, Tangram and Steelcase can reduce typical budgeting turnaround time by more than 50% from previous CAD-based furniture specification programs.
- 8. RESEARCH + DEVELOPMENT**  
 First and foremost, Steelcase is a Research and Design company. Our solutions are an expression of the knowledge gained from years of observation, surveying, and testing.
- 9. FINANCIAL STABILITY**  
 Tangram and Steelcase possess over 50+ and 100+ years in the industry, respectively. Our financial autonomy illustrate our stability and strength. We are your partner for the long term.
- 10. BEST LEADTIMES IN INDUSTRY**  
 Recognized internationally for lean manufacturing, Steelcase continues to set the bar for leadtimes in the industry. Standard workstation/office products are available within 4-6 weeks, and our standard quickship items are available in as little as 3 weeks.

THAT WE DO

## Capabilities



*Custom Furniture*

### Tangram Interiors

[www.tangraminteriors.com](http://www.tangraminteriors.com)

As a Snekuse flagship dealer, we offer the strongest portfolio of architecture, furniture, and technology products in the industry, and complement Snekuse's catalog with 250+ leading manufacturers. We create extraordinary value by providing a remarkable customer experience throughout our customer's lifecycle of needs. Our team is dedicated to developing unique solutions that deliver results. Our design team, together with manufacturers' designers and engineers, work side by side with you, interior designers, architects and project managers, to develop schematics and concepts.



*A/V Integration*

### Tangram Technology

[www.tangraminteriors.com/technology](http://www.tangraminteriors.com/technology)

Our Tangram Technology team understands how technology can foster communication, support mobility, enhance collaboration and drive better business results. Our holistic approach creates a unified ecosystem that incorporates the latest audiovisual technology with acoustics, lighting and speech privacy. Whether you need a HD telepresence boardroom, surround sound theatre, enterprise wide streaming or master control of your technology and building systems, we can help.



## Capabilities



*Commercial Flooring & Light Construction*  
**Tangram Flooring**  
[www.tangraminteriors.com/flooring](http://www.tangraminteriors.com/flooring)

Tangram provides a wealth of consultation services for any flooring project, from an individual assessment to ongoing facility collaborations, to ensure that the flooring that comes in your door responds to your needs. Working as your agents, we negotiate with dealers to get our clients the products that best meet their needs and price points. Having Tangram onboard takes the guesswork and the stress off our clients' shoulders - from the ordering to the delivery to the completed installation of floor coverings and flooring systems.



*Commercial Move Services*  
**Tangram Move**  
[www.tangraminteriors.com/move](http://www.tangraminteriors.com/move)

Moving from one location to another can be very stressful with the interruption of work that packing and moving entails. However, with a Tangram project manager onsite to oversee the planning and implementation of your move, you can rest assured that your move will be easier than ever before. Whether it's a move to another portion of your facility or a large scale relocation, Tangram provides experienced and comprehensive Move Management Services.



*Remanufacturing & Refurbishing*  
**Tangram OnSite**  
[www.tangraminteriors.com/onsite](http://www.tangraminteriors.com/onsite)

**Refinish.** Whether it's a wood, laminate or metal finish, OnSite's team of refinishing experts can make your old furniture look brand new or even give it a completely different feel.

**Reupholster.** Anyone can go out and buy a new chair, but it takes a very talented team of furniture whippersnappers to bring a run-down piece of furniture into the 21st century. From stripping to re-stuffing to refurbishing, OnSite does it all and your office furniture will turn into modern delights.



*Custom Furniture*  
**Tangram Studio**  
[www.tangramstudio.com](http://www.tangramstudio.com)

What separates Tangram Studio projects from the rest of the world is the detail and accuracy associated with every aspect of our work. We achieve this with an experienced and talented team of individuals working under the umbrella of an organization that is capable of delivering projects that range from small to gigantic.

## Tangram Team



**RICKY WOLTER**  
SALES EXECUTIVE

**E:** [rwolter@tangraminteriors.com](mailto:rwolter@tangraminteriors.com)  
**P:** 650.387.6925

Ricky Wolter serves as the main point of contact and project coordinator to his clients. His functions include meeting with clients to assess and establish scope of work for each project, providing quotations and pricing as requested and meeting with Architects and Designers to provide products and solutions that exceed their project needs. He works together with the Tangram "Project Team", which includes customer service, project management, accounting and operations, to ensure a smooth, positive experience and successful project completion. Ricky's primary responsibility is to create and manage successful and ongoing relationships with clients and strategic partnerships in the A/D, project management, and commercial real estate community.



**AMBER JONES**  
DIRECTOR OF EDUCATION

**E:** [ajones@tangraminteriors.com](mailto:ajones@tangraminteriors.com)  
**P:** 661.446.2850

Amber serves as the primary point of contact and project coordinator for all clients alike. Her role is to align the team members and services at Tangram to match the customer's business objectives. Amber is responsible for assessing, budgeting, and overseeing the scope of work for any Tangram activity, including but not limited to installation, moves, adds, changes and other furniture related services.

Experience: Amber joined Tangram in 2014 but worked for a Steelcase dealership from 2007 until 2014, she has extensive knowledge about Steelcase's research and the products that were created from that research. Her attention to detail, product knowledge, and communication skills are exemplary and ensure projects are completed on time and most importantly exceeding customer expectations.

Amber's primary responsibility is to create and manage successful and ongoing relationships with clients and strategic partnerships in the A/D, project management, and commercial real estate community.



**TRACI BRIGGS**  
CUSTOMER SERVICE

**E:** [tbriggs@tangraminteriors.com](mailto:tbriggs@tangraminteriors.com)  
**P:** 949.955.6764

Traci has 15 years of experience in the furniture industry as a customer service representative. She is responsible for quoting, order placement, status updates and above all, meeting the customer's needs. Traci works with project managers to schedule delivery and installation of projects in addition to coordinating any service needs.



**LAURA NIX**  
DESIGNER

**E:** [lnix@tangraminteriors.com](mailto:lnix@tangraminteriors.com)  
**P:** 949.955.6792

Laura has 15 years of commercial furniture industry experience and holds a Bachelor of Science degree in Interior Design. She has concentrated her work on up-front conceptualization and client collaboration to fully optimize real estate and leverage space in today's changing office space. Laura's responsibilities include space planning, value engineering, specification of products, 3D drawings and installation drawings; all using the latest state of the art software for plans and photo realistic renderings.



**ED GUTIERREZ**  
PROJECT MANAGER

**E:** [egutierrez@tangraminteriors.com](mailto:egutierrez@tangraminteriors.com)  
**P:** 562.365.5254

Ed is the Project Manager for Tangram. Ed will be responsible for the overall installation of the project and will coordinate with the installation team as it relates to project schedules, labor requirements and product shipments. Ed interfaces with other trades and helps to ensure that job-site conditions are ready for receipt of product. He will also complete post installation requirements for the job walk through. Ed will attend scheduled project meetings and be on site frequently during the installation to ensure that we are meeting scheduled targets for completion. He will work closely with the lead installer (foreman) who will be on site at all times and will have up to date knowledge and information of the status of the installation.

## Our Process

Tangram and Steelcase offers a number of Workplace Tools and Resources that we facilitate to identify your workplace needs, ultimately informing application thought starters for your space. From there engagements, we are able to pull the most meaningful information from specific user groups that will intelligently inform your future design. We take key concepts from our discussion, and not only visualize them, but start to design them with specific relevancy around a new Workplace Strategy.



### User Experience

The User Experience focuses on the needs and realities of internal customer audiences by offering a crafted user experience before, during and after a pilot or project. Trained facilitator lead an initial "conversation" with the customer and a guided "work session" to plan touchpoints of the user experience.



### Collaborative Situations

The Collaborative Situations Workshop is a two-hour interactive workshop for 8-12 end users at a customer location. This workshop explores a range of collaborative activities that can be supported in physical space. User input during the workshop will provide you with a means to understand their collaborative experiences, behaviors and needs. The end result includes a range of application concepts, designed to support different types of collaboration based on the specific needs of the end user group.



### Concept Review

The concept review outlines the workplace issues and puts the user's needs into a conceptual design solution. Detailed insight driven call outs are added to each setting. Product highlights and next steps are included as well.



### Product Seminars

Steelcase and Tangram will conduct seminars to train employees in the proper and safe use of furniture and support tools, basic ergonomics and proper furniture care and maintenance.



### Privacy Preferences

The Privacy Preferences Workshop is a two-hour, interactive workshop facilitated with 6-8 users at a customer location and designed to understand what privacy means to each individual. Each user's needs for privacy and how they find privacy today. The workshop results include a range of application concepts, designed to support different privacy needs.

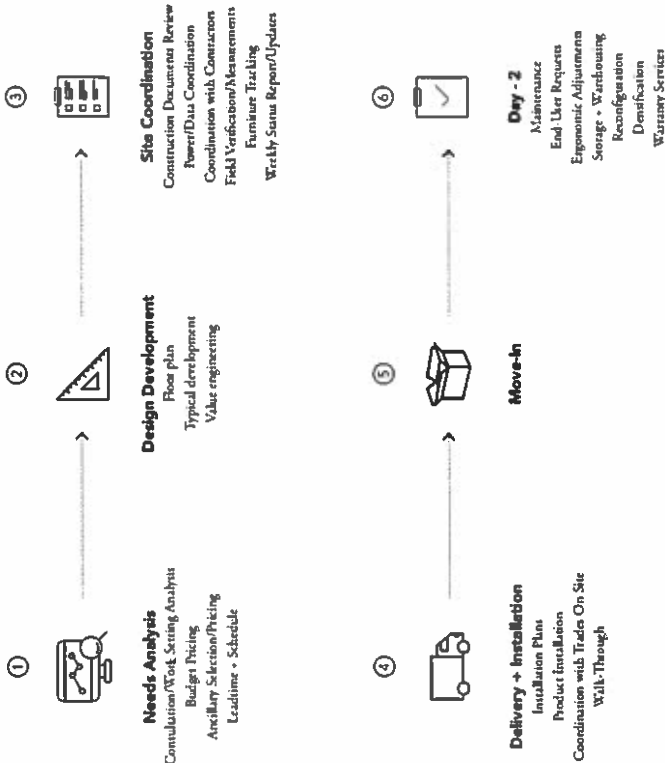


### Discovery Exercises

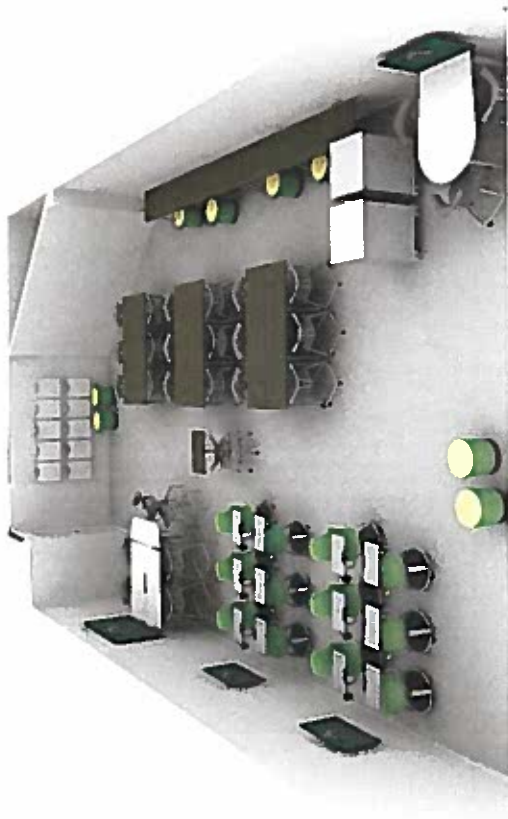
Discovery Exercises offers ways to learn about your business and strategic priorities by exploring workplace and business trends and specifically how they impact you. The exercise has 16 statements that are prioritized by the customer audience based on what's most important to them. We will review the top issues, prioritize and rank these statements and ultimately dive deeper into the shared priorities to align on next steps.

*"The secret to getting ahead is getting started."*

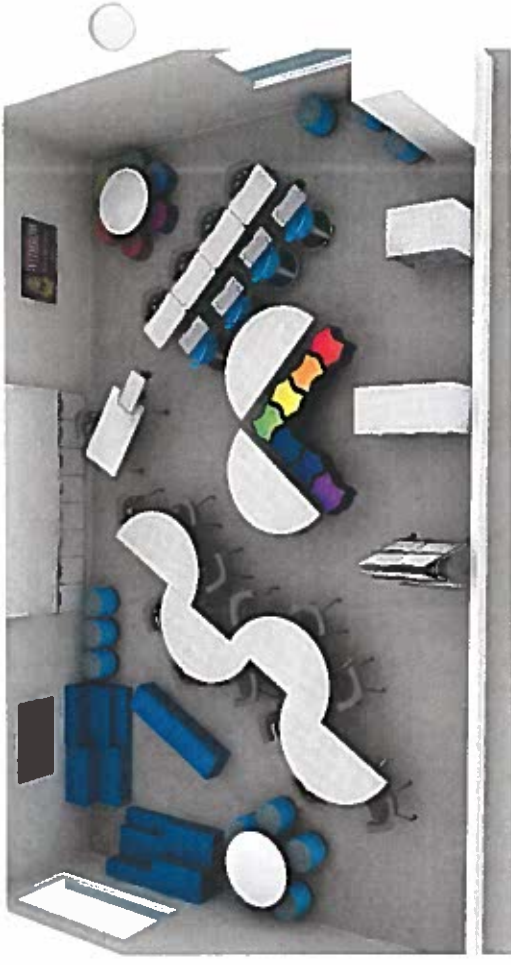
-Mark Twain



*Lakeside High School*  
**Lake Elsinore Unified School Dist.**

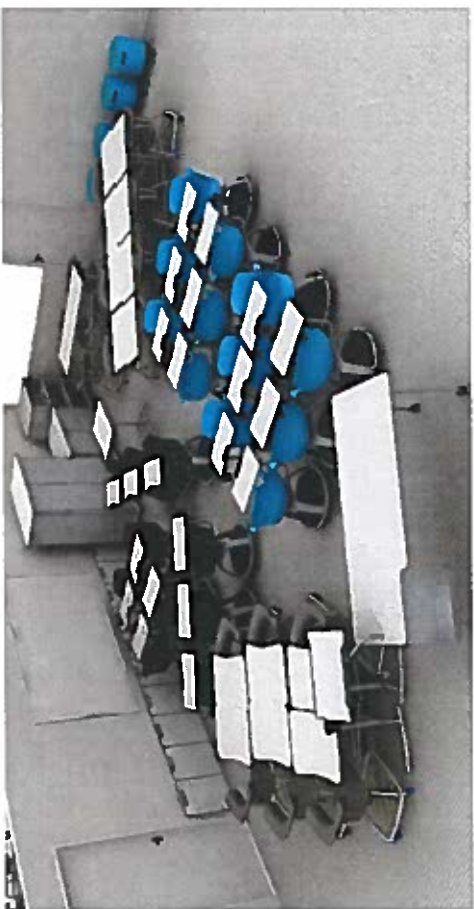


**LEUSD - Withrow Elementary 2nd Grade**

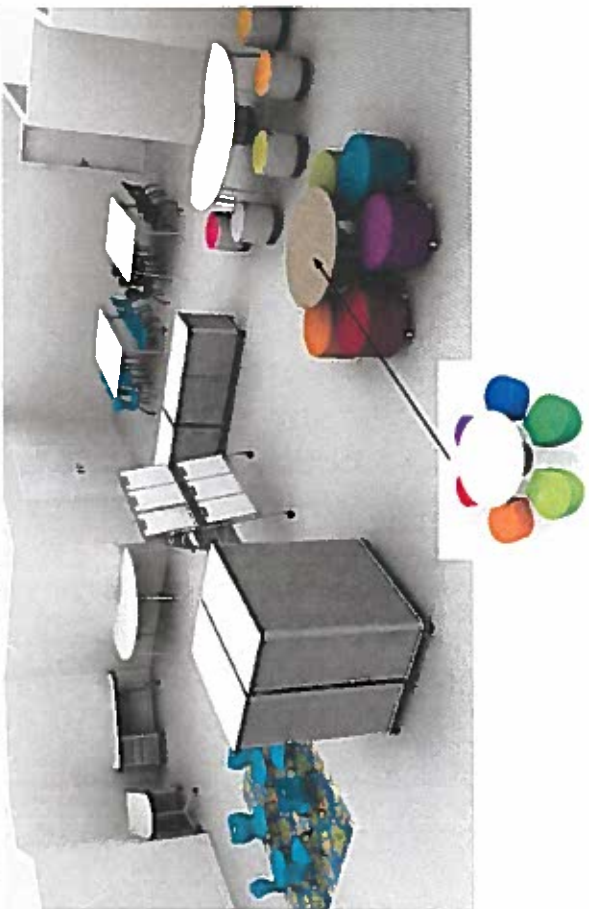
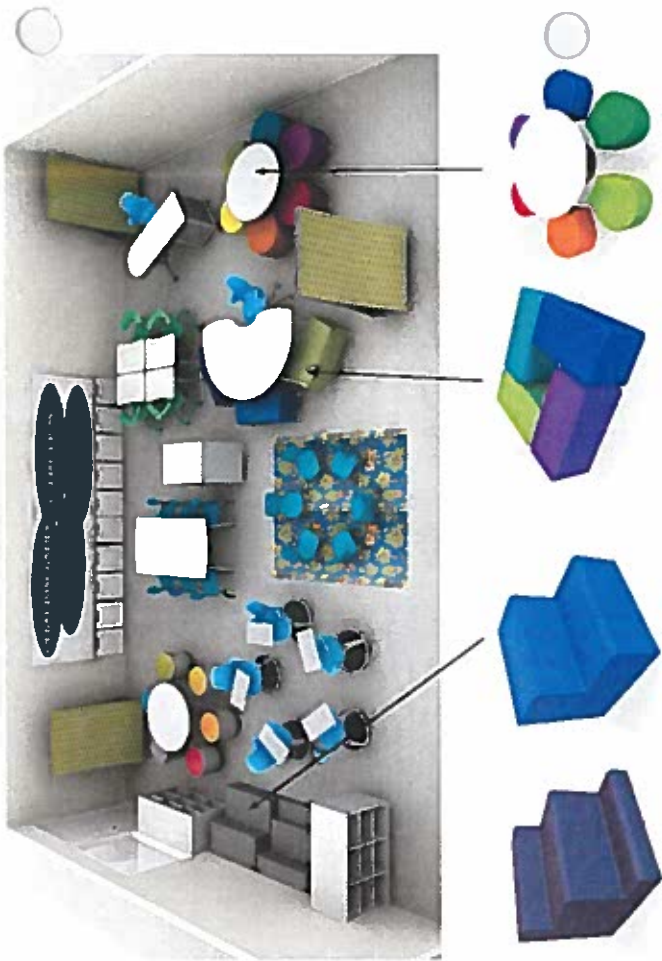




*William Collier Elementary*  
**Lake Elsinore Unified School Dist.**



*Ronald Reagan Elementary*  
**Lake Elsinore Unified School Dist.**





# Steelcase Contact Pricing

NJPA Contract # 00115451	PRODUCTS AND PRICING - Amendment #3	CDA # 15-01187
FOR DELIVERIES IN THE UNITED STATES		

Member may purchase Products under this Agreement at prices shown in the applicable Price List in effect at the time the purchase order is placed, less the minimum discounts on the items listed below. A thirty (30) day written notification will be given to NJPA on any Product list price adjustment. The discounts shown are based on Drop Ship delivery to the Member's Designated Location. Exceptions include Alaska and Hawaii, where additional freight charges apply and will be quoted upon request. Installation is available from Dealers at no more than seven percent (7%) of list price, subject to the terms and conditions identified below.

Deliveries from Dealer to NJPA shall be DDP, NJPA's Designated Location. Exceptions include Alaska and Hawaii, where additional freight charges apply and will be quoted upon request. For deliveries in Alaska, a service charge equal to five percent (5%) of list price shall be assessed to NJPA for Orders up to \$200,000 list price. The service charge for Orders above \$200,000 list price shall be negotiated.

Alaska Remote Location(s) Installation & Service: Any location outside of a 50 mile radius of the Steelcase dealer's location(s) are considered remote. Upon request, the dealer would provide a not to exceed estimate with respects to travel, per item, lodging and equipment rental, if needed, at the time of project quotation. Member would pay actual invoice of these items, upon verification of the fees.

Price List / Order Size	Discounts off List Drop Ship
<b>Answer, Answer Free-standing Desk, Universal Pedestal, Universal System Worksurface, Universal Hot/Die BackShelves, Universal Tables</b>	
USD 1 - 50,000 list	61.00%
USD 50,001 - 150,000 list	62.00%
USD 150,001 list and above	62.00% or more*
<b>Avenir, Series 9000</b>	
USD 1 - 50,000 list	60.00%
USD 50,001 - 150,000 list	62.00%
USD 150,001 list and above	62.00% or more*
<b>Bottomline Task Light, LED Personal Task Light, LED Shelf Light, Underline Task Light, Reed LED Shelf Light, Adjustable Tables - Series 3, Adjustable Tables - Series 5, Adjustable Tables - Series 7, Adjustable Tables - Series 9, Series Benches</b>	
USD 1 - 50,000 list	49.00%
USD 50,001 - 150,000 list	50.00%
USD 150,001 list and above	50.00% or more*
<b>Brody Lounge Seating</b>	
USD 1 - 50,000 list	43.00%
USD 50,001 - 150,000 list	45.00%
USD 150,001 list and above	45.00% or more*
<b>Cobb, I21</b>	
USD 1 - 50,000 list	51.00%
USD 50,001 - 150,000 list	53.00%
USD 150,001 list and above	53.00% or more*

PRODUCTS AND PRICING (Continued)	CDA # 15-01187
FOR DELIVERIES IN THE UNITED STATES	

Price List / Order Size	Discounts off List Drop Ship
<b>Criterion</b>	
USD 1 - 50,000 list	61.00%
USD 50,001 - 150,000 list	62.00%
USD 150,001 list and above	62.00% or more*
<b>Crucial, Frameset, Divido Screens</b>	
USD 1 - 50,000 list	46.00%
USD 50,001 - 150,000 list	48.00%
USD 150,001 list and above	48.00% or more*
<b>Endo Accessories, Endo Whiteboards</b>	
USD 1 - 150,000 list	46.00%
USD 150,001 list and above	46.00% or more*
<b>Groupwork, TS Mobile Pedestal, TS Tower Too</b>	
USD 1 - 50,000 list	54.00%
USD 50,001 - 150,000 list	57.00%
USD 150,001 list and above	57.00% or more*
<b>Kick, Kick Free-standing Casopods, TS Worksurfaces</b>	
USD 1 - 50,000 list	59.00%
USD 50,001 - 150,000 list	62.00%
USD 150,001 list and above	62.00% or more*
<b>Leap, Reply, Cachet Seating, Move, Amia, Carlsruhe, Qori, Think - Task</b>	
USD 1 - 50,000 list	53.00%
USD 50,001 - 150,000 list	54.00%
USD 150,001 list and above	54.00% or more*
<b>Leap Worklounge and Leap Ottoman</b>	
USD 1 - 50,000 list	50.00%
USD 50,001 - 150,000 list	52.00%
USD 150,001 list and above	52.00% or more*
<b>mediacase, media-sempie Lounge, Migration</b>	
USD 1 - 50,000 list	43.00%
USD 50,001 - 150,000 list	44.00%
USD 150,001 list and above	44.00% or more*
<b>Node</b>	
USD 1 - 50,000 list	51.50%
USD 50,001 - 150,000 list	53.50%
USD 150,001 list and above	53.50% or more*
<b>Premium Whiteboards</b>	
USD 1 - 50,000 list	48.00%
USD 50,001 - 150,000 list	50.00%
USD 150,001 list and above	50.00% or more*
<b>RoomWizard 2.0</b>	
USD 1 - 150,000 list	46.50%
USD 150,001 list and above	46.50% or more*

# Steelcase Contact Pricing

PRODUCTS AND PRICING (Continued)	
FOR DELIVERIES IN THE UNITED STATES	
Price List / Order Size	Discounts off List
CDA #: 15-01487	

Standard Lighting, Utility Lighting	
USD 1 - 50,000 list	57.00%
USD 50,001 - 150,000 list	59.00%
USD 150,001 list and above	59.00% or more*
TS Underwork Surface Lateral, TS Piled Pedestals, TS Bins & Shelves, 200 Series Bins, Duo Storage for Answer, Universal System Work Surface-Wood, Montage	
USD 1 - 50,000 list	58.00%
USD 50,001 - 150,000 list	60.00%
USD 150,001 list and above	60.00% or more*
Verb	
USD 1 - 50,000 list	52.00%
USD 50,001 - 150,000 list	55.00%
USD 150,001 list and above	55.00% or more*
Olaga	
USD 1 - 50,000 list	47.00%
USD 50,001 - 150,000 list	48.00%
USD 150,001 list and above	48.00% or more*
Adjustable Tables - Alltrough	
USD 1 - 50,000 list	57.00%
USD 50,001 - 150,000 list	61.00%
USD 150,001 list and above	61.00% or more*
Fitwork	
USD 1 - 150,000 list	43.00%
USD 150,001 list and above	43.00% or more*
Architectural Modular Power, Pathways Power & Communication, Low Profile Floor, Privacy Wall, QT Pro	
USD 1 - 50,000 list	49.00%
USD 50,001 - 150,000 list	51.00%
USD 150,001 list and above	51.00% or more*
Thread	
USD 1 - 50,000 list	43.00%
USD 50,001 - 150,000 list	44.00%
USD 150,001 list and above	44.00% or more*
V.L.A.	
USD 1 - 50,000 list	44.00%
USD 50,001 - 150,000 list	51.00%
USD 150,001 list and above	51.00% or more*
Balance of Steelcase Steel Products including 200 Series Lateral and Post & Beam System (other than Exceptions below)	
USD 1 - 50,000 list	57.00%
USD 50,001 - 150,000 list	59.00%
USD 150,001 list and above	59.00% or more*

PRODUCTS AND PRICING (Continued)	
FOR DELIVERIES IN THE UNITED STATES	
Price List / Order Size	Discounts off List
CDA #: 15-01487	

Price List / Order Size

Discounts off List

Currency, Payback, Sawyer	
USD 1 - 50,000 list	54.00%
USD 50,001 - 150,000 list	57.00%
USD 150,001 list and above	57.00% or more*
Electric Elements	
USD 1 - 50,000 list	52.00%
USD 50,001 - 150,000 list	55.00%
USD 150,001 list and above	55.00% or more*
Flaframe	
USD 1 - 50,000 list	50.00%
USD 50,001 - 150,000 list	52.00%
USD 150,001 list and above	52.00% or more*
Balance of Steelcase Wood Products including Silentio	
Seating (other than Exceptions below)	
USD 1 - 50,000 list	50.00%
USD 50,001 - 150,000 list	51.00%
USD 150,001 list and above	51.00% or more*
Turnstone Products (other than Exceptions below)	
USD 1 - 50,000 list	54.00%
USD 50,001 - 150,000 list	57.00%
USD 150,001 list and above	57.00% or more*
Carl Hansen Seating / Tables	
USD 1 - 150,000 list	45.00%
USD 150,001 list and above	45.00% or more*
Cablecase Products including Legnitas, Massaud Collection, Hous Lounge Seating (other than Exceptions below)	
USD 1 - 50,000 list	48.00%
USD 50,001 - 150,000 list	50.00%
USD 150,001 list and above	50.00% or more*
Balance of Worktools Products (other than Exceptions below)	
USD 1 - 50,000 list	49.00%
USD 50,001 - 150,000 list	50.00%
USD 150,001 list and above	50.00% or more*
Balance of Steelcase Health Products including Cera Seating, Leela Pocket, Tava, Malibu Tables, Malibu Seating, Slate Tables, Empath Recliner Seating, Mineral Recliner Seating, Slumber Day Bed, Chart Bot, Abaley, Exchange Tables, Daveport, Yolo, Mobile Overbed Tables, Opus, Park, Regard, Senza, Sonata, Sync, Waldoor (other than Exceptions below)	
USD 1 - 50,000 list	45.00%
USD 50,001 - 150,000 list	47.00%
USD 150,001 list and above	47.00% or more*

# Steelcase Contact Pricing

PRODUCTS AND PRICING (Continued)	
FOR DELIVERIES IN THE UNITED STATES	
Price List / Order Size	Discount off List
Service Parts for all of the above	Drop Ship
All Order sizes	15.00%

\*Mutually agreed upon discount to be arrived at between Member, Dealer, & Steelcase. However, the discount to Member shall be no less than the discount in the preceding tier of that pricing category.

The following Products listed under the EXCEPTIONS category below were not considered within the discount schedule above. If required, mutually agreed upon discounts for the aforesaid Products will be negotiated between Member, Dealer and Steelcase.

## EXCEPTIONS

• Steelcase Steel Price Lists: New Products: I Line, Technology Upgrades.

• Steelcase Wood Price Lists: New Products

• Turnstone Price Lists: New Products

• Coolcase Price Lists: Azura

• Worktools Price Lists: New Products

• Steelcase Health Price Lists: New Products

## OTHER

- Terms and conditions for the delivery and installation of architectural products will be negotiated on a project-by-project basis.
- Only Orders from Steelcase Steel, Steelcase Wood, and Steelcase Worktools Price Lists may be combined for the purpose of defining Order Size.
- List Price dollar volume categories may be automatically adjusted at the time of an announced price adjustment
- Due to such factors as limited street and building access, secondary transportation costs, union premiums, special permits, etc., installations in major market areas are subject to additional charges.

## Product and Pricing Terms

### DEFINITIONS:

**NJPA** - As used herein, all references to NJPA shall mean and include NJPA, organized pursuant to M.S. 123A.21, its successors, permitted assigns, subsidiaries, affiliates and any of its present and future subsidiaries or organizations controlled by, controlling or under common control with it.

**Steelcase, Inc.** - As used herein, means Steelcase, Inc., its successors, permitted subsidiaries, affiliates and any of its present and future subsidiaries or organizations controlled by, controlling or under common control with it.

**Contract Price** - Recommended pricing discount established through the contract award.

**Member** - As used herein, shall be defined in accordance with Minnesota Statute (M.S. 123A.21) and means any qualified educational agency public or private, city, county or other governmental agency and all non-profit agencies nationally that have been deemed eligible for participation by the NJPA Board of Directors and which is a member in good standing of NJPA.

**Program** means the purchasing program for Premium Grade Office Furniture, and Related Equipment and Accessories with the pricing described in RFP #031715. Steelcase Inc.'s response to that RFP, or as otherwise agreed to by the parties. All other terms of the Program will relate to the RFP #031715

**Dealer** means the Steelcase Participating Dealers either individually or collectively who are the authorized distributors of Steelcase, Inc.'s products nationwide who provide Products and services to the NJPA Members consistent with the terms of this Agreement. All products purchased pursuant to this Agreement by Members shall be purchased from and through one of Steelcase, Inc.'s Dealers.

**Terms and conditions** - as a result of RFP #031715 contract award to Steelcase, all parties to include the NJPA participating members are bound to terms and conditions of the RFP as well as applicable terms and conditions of this operating agreement.

**DDP (Delivered Duty Paid)** - Pursuant to Incoterms 2010, Dealer has fulfilled its delivery obligations when the Products have been placed, cleared for import and ready for unloading, at NJPA Member's disposal at the designated receiving dock at NJPA Member's Designated Location.

**Designated Location** - The physical delivery location as specified by Member

**Drop Ship** - Pricing for Products includes delivery from the applicable Steelcase factory to the receiving dock of Member's Designated Location.

**Delivered and Installed** - Pricing for Products includes delivery from the applicable Steelcase factory to NJPA Member's Designated Location. Products are unpacked, inspected, cleaned, assembled and set in place by Dealer.

**Large Order:** One quantity of Products to be shipped at one time to one location with a minimum list price value of:

Steelcase Products (other than exceptions below)	USD 500,000 or equivalent
Coolcase	USD 75,000 or equivalent
Worktools Products	USD 25,000 or equivalent
Turnstone, Steelcase Health	USD 150,000 or equivalent

**Customer's Designated Location** - The physical delivery location as specified on Customer's purchase order, specifying whether the Product is to be delivered directly from the applicable Steelcase factory to the receiving dock on Customer's premises or on the premises of one of its Subsidiaries, or to the receiving dock of third party warehouse for purposes of temporary storage or preparation (e.g. unpacking, sub assembly, staging, etc.)

**EDI (Electronic Data Interchange)** - A computer to computer transfer of business documents used for the transmission of purchasing documents such as purchase orders, modifications, and invoices.

**List Price** - The price set forth in Awarded Vendor's published Price List

**Negotiate** - Mutually agreed upon price to be arrived at between Member, Dealer, and Awarded Vendor

**New Products** - Products are considered new for a period of two years from the date on which they are first shipped in a particular market

**Order** - One quantity of Product to be shipped at one time to one location.

**Price List** - A general term which covers a variety of specific naming conventions such as Specification Guides, Price Guides, Price and Product Manuals, Catalogs, and Electronic Catalogs (ECAT's)

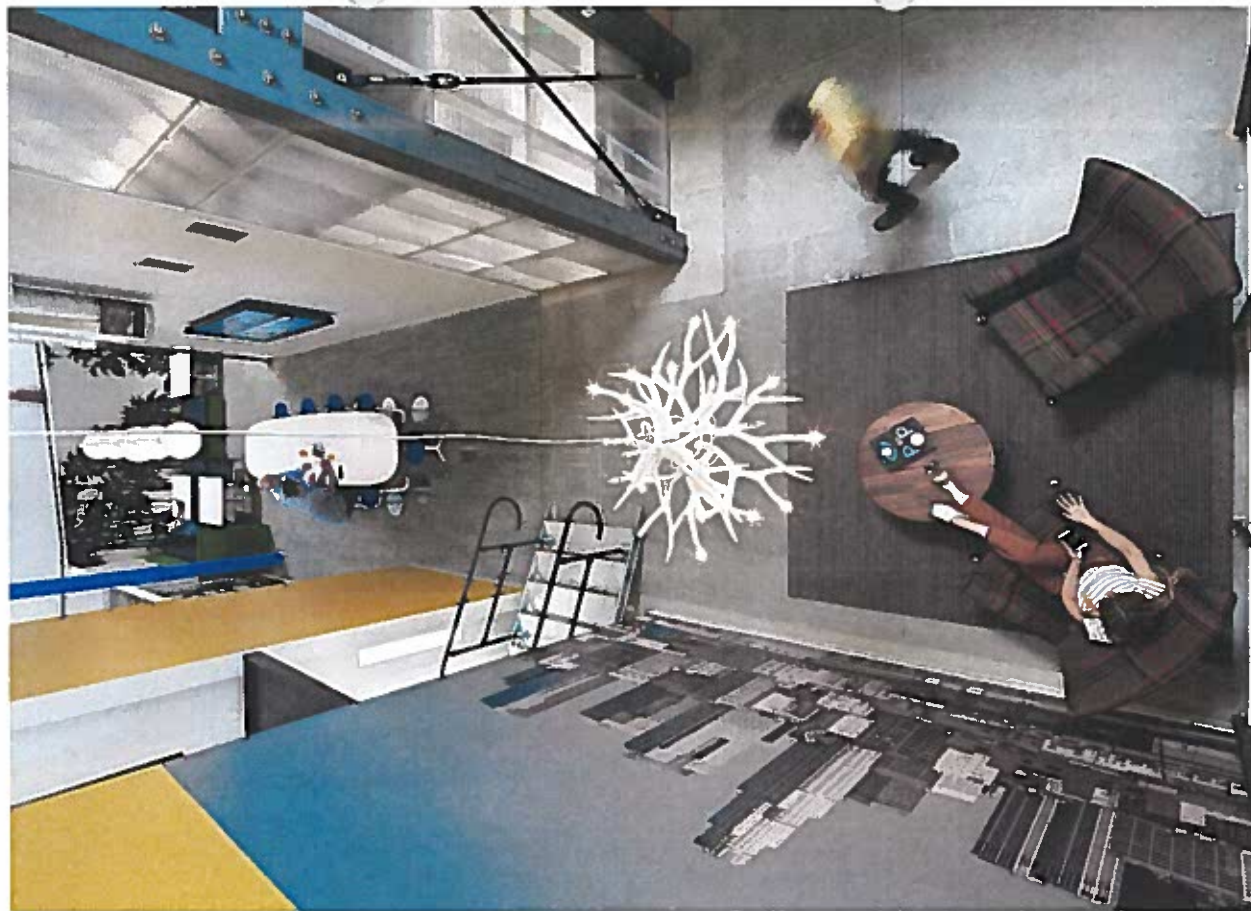
**Special Products** - Products that are developed by Awarded Vendor to Member specifications.

## KI Contact Pricing

[illegible][illegible]



## KI Contact Pricing

[illegible]



## HON Contact Pricing

COI

**National IPA**  
CONTRACT RI42208



## THE POWER OF ONE

Call Customer One please... on the list? What the HOTT Company and HottelPA believe, the HOTT Company shares and maintains open-minded, efficient and works like a machine. We have teams, tables, desks, work stations, and staff. We are a simple search for all of our world-class, innovative, intelligent, others, to learning how to call. Another way is to use our size and speed in line with an excellent service to Hottel's clients throughout the US. HOTT is always about to provide the best possible experience if you are the customer.



Better Together

The Nationality Criteria focuses the ability to integrate the Chinese leadership power of over 45 years government experience resulting in a savings of at least 50% in every NCH member. Save time, trouble, cost, maintain harmony. And provide the future power of NCH and Nationality Today.

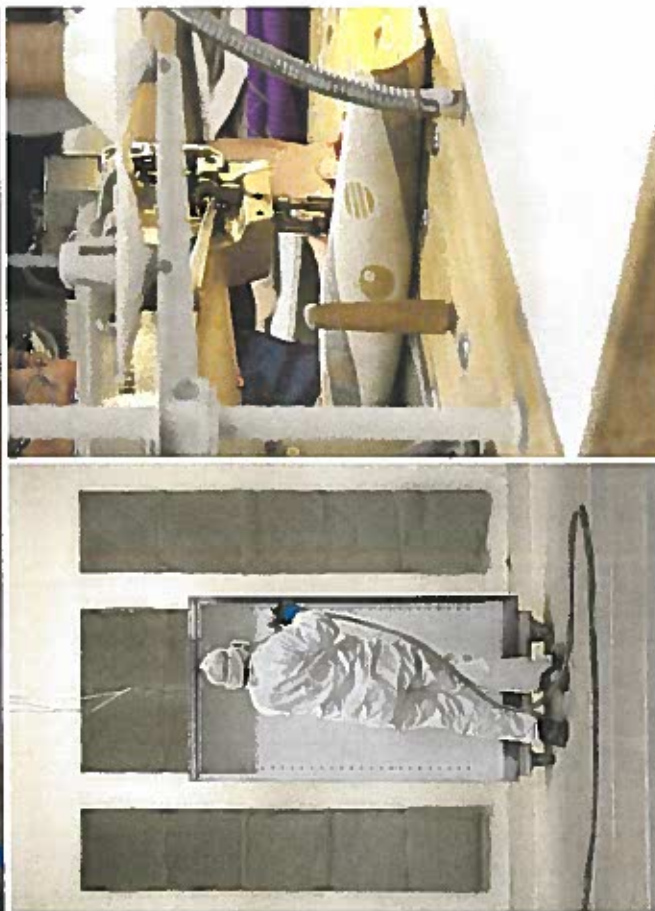
Visit [hon.com/nationalipa](http://hon.com/nationalipa) to view the National IPA Catalog  
 featuring all the best ingredients, or contact us at 1-800-4-A-DRINK  
 to request a free sample kit. We've got what you need.

PLEASE CONTACT YOUR AGENT

$\frac{d}{dt} \left( \frac{\partial L}{\partial \dot{x}} \right) = \frac{\partial L}{\partial x}$

Year	Total dollar value	Salaries & benefits	Non-salary benefit (e.g., health insurance)	Spouse's salary (if applicable)	Spouse's salary (if applicable)	Spouse's salary (if applicable)	Spouse's salary (if applicable)
1	10 - 190,000	52%	52%	52%	52%	52%	52%
2	\$100,001 - \$250,000	65%	65%	65%	65%	65%	65%
3	\$250,000 and above	70%	70%	70%	70%	70%	70%

## Care & Maintenance



When you call Tangram with a product support need, which ranges from warranty/ service repair, touch up, wood repair, cleaning, lock repair and rekeying or relocation services, you get real solutions, quickly.



### Missing Key Storage

Spur keys available in stock can be ordered within 24 hours.



### Damaged Wood Veneer Worksurface

Tangram OnSite can perfect touch up or refinishing of virtually any wood or wood veneer product and can also relamine worksurfaces too.



### Well Worn, Damaged Panel or Upholstery Fabrics

Tangram OnSite cleaning can expertly clean and renew all manner of fabrics, from leather to suede to fabric and beyond.



### User Comfort Adjustments

Tangram drivers and foreman are all equipped to perform "Happy Crew" adjustments for user comfort, such as repositioning worksurface height, storage elements, and workstation orientation.



### General Service Calls

Service calls are handled within 8 hours (emergency), 48 hours (priority), or 5 days (standard).



### Warranty Replacements

Tangram honors the manufacturers warranties for all products we sell, and has a dedicated staff to pursue replacement parts and schedule follow-up labor for all products under warranty. Of course, billable repairs outside of the warranty cycle will receive the same attention, and our staff seeks the most cost-efficient method to keep your product in service.



*Tangram Interiors*

[tangraminteriors.com](http://tangraminteriors.com)

Furniture | Flooring | Technology



*Point of Contact*

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**Ricky Wolter**  
**Sales Executive**

**E:** [rwlter@tangraminteriors.com](mailto:rwlter@tangraminteriors.com)  
**P:** 818.342.6425

**Santa Fe Springs**  
9200 Sherman Avenue

**Newport Beach**  
1375 Dove Street, Suite 300

**Bakersfield**  
415 Main Avenue

**DTLA**  
527 West 7th Street, Suite 1204

**Fresno**  
677 West Palmdale Drive, Suite 101

**Riverdale**  
1650 Spruce Street, Suite 302

[tangraminteriors.com](http://tangraminteriors.com)



Furniture | Flooring | Technology

*Tangram Interiors* collaborates with clients to create and manage impactful interior environments that enhance our client's brand and culture through the expert integration of technology, furniture, flooring, and facility service solutions.



Her A Good Guy, We Say.

## From Our CEO

Although it may be shocking, selling office furniture wasn't exactly my childhood dream. I was thrown into the furniture industry by chance. I graduated from the University of Michigan with a double major in chemistry and math, but after college, I became immersed in the industry and it quickly became my passion. Since the time that Jack and I took over a struggling company in 2002, Tangram has grown to be the largest dealership in Southern California with almost 300 people and generating over \$180 million in revenue last year. There's not much else, other than maybe my kids, that makes me prouder than what we continue to achieve here.

This industry fits me, but it's extremely complex and most people really don't understand it. When asked to describe what Tangram does, a large percentage would say "sell office furniture" and sure, of course, we do, but chalking up the entire process to "selling office furniture" certainly does not do Tangram justice. I think most of my staff would agree that selling things isn't really what gets our blood flowing. What does is when I can walk into a client's finished space and see that their culture, their brand, and their values are now fully integrated with the way that they work; that's what I love. Your office is an extension of your brand, it's a tool that can be used to increase productivity, employee engagement and ultimately, your bottom line. Tangram doesn't just sell office furniture; we create environments that enable your company to thrive.

Thank you for the opportunity to bid on this project, we look forward to our future partnership.



Joe Lozowski  
PRESIDENT & CEO



New Building Member &

## Our

## Leadership

### President & CEO

Joe Lozowski

### Chief Operating Officer

Jack Johnson

### Chief Financial Officer

Mark Greenleaf, MBA

### Chief Marketing Officer

Paul Randall Smith, MBA

### Vice President, Sales

David Morgan

### Vice President, Business Development

Michael Zelinger

### Vice President, Creative & Administrative Services

Dorothy Sharp

### Vice President, Information Technology

Dave Gore

### Sales Directors

Shirley O'Flynn

Debi Manning

Nick Werner

Kelley Rancie

Anthony Jones

Lindsay Sage

### Creative Director, Studio

Charlotte Wendenhoff

### General Manager, Flooring

Dave Jeger

### Director, Human Relations

Paul Brand

### Director, Contractor

Christina Law

### Director, Operations

Kathy Macintosh

### Director, Project Management

Lisa Camrona



*Tangram Bureau's Award  
 Recognition for the 2016 Creative Achievement Award  
 for the Tangram Workshop in the 2016-17*

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SIGNATURE PAGE/BID FORM  
(Please type or print)

The undersigned having carefully examined the Notice Calling for Bids, the Specifications, and all contract documents for the proposed furniture, new or refurbished, systems, stand-alone and classroom furniture bid the following:

**ADDENDA.** The undersigned has thoroughly examined any and all Addenda issued during the bid period and is thoroughly familiar with all contents thereof and acknowledges receipt of the following Addenda: (Bidder to list all addenda)

Addendum No. ____	Date Received ____	Addendum No. ____	Date Received ____
Addendum No. ____	Date Received ____	Addendum No. ____	Date Received ____

**BID AMOUNT.** Please provide percentage discount and name of manufacturer.

50 % of \_\_\_\_\_ Streetcar \_\_\_\_\_ manufacturer's list price  
 21.5 % of \_\_\_\_\_ KI \_\_\_\_\_ manufacturer's list price  
 56 % of \_\_\_\_\_ HICON \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % of \_\_\_\_\_ \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % of \_\_\_\_\_ \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % of \_\_\_\_\_ \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ labor and installation  
 \_\_\_\_\_ shipping costs

**IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.**

## COMPANY INFORMATION

Company Name Tangram Interiors

Authorized Representative Ricky Wolter  
(Please type or print)

Company Address 9200 Sorrento Ave. Santa Fe Springs, CA 90670

Telephone Number (562) 365-5000

Fax Number (562) 777-9742

E-mail Address wolter@tangraminteriors.com

Authorized Representative's Signature Ricky Wolter

NON-COLLUSION DECLARATION  
(To Be Submitted with Bid)

The undersigned declares:

I am the Sales Executive of Tangram Interiors, the party making the foregoing bid.

The Bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization or corporation. The Bid is genuine and not collusive or sham. The bidder has not directly or indirectly induced, conspired, connived or agreed with any bidder or anyone else to put in a sham bid, or to refrain from bidding. The bidder has not in any manner, directly or indirectly, sought by agreement, communication or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit or cost element of the bid price, or of that of any other bidder. All statements contained in the bid are true. The bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof, to effectuate a collusive or sham bid, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a bidder that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the bidder.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on:

Monday at 03 / 26 / 18 Santa Fe Springs  
CA (date) (city)  
 (state)

x Ricky Wolter

WORKERS' COMPENSATION CERTIFICATION  
(To Be Submitted with Bid)

Labor Code Section 3700

Every employer except the State shall secure the payment of compensation in one or more of the following ways:

- (a) By being insured against liability to pay compensation in one or more insurers duly authorized to write compensation insurance in the State;
- (b) By securing from the Director of Industrial Relations a certificate of consent to self-insure, which may be given upon furnishing proof satisfactory to the Director of Industrial Relations of ability to self-insure and to pay any compensation that may become due to his employees.

I am aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for worker's compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work of this contract.

Date: 03 / 26 / 18

Vendor

By: Ricky Wolter

Signature

(In accordance with Article 5 (commencing at Section 1890), Chapter 1, Part 7, Division 2 of the Labor Code, the above certificate must be signed and filed with the awarding body prior to performing any work under this contract.)

CERTIFICATE REGARDING DRUG-FREE WORKPLACE  
(To Be Submitted with Bid)

This Drug-Free Workplace Certification form is required from all successful bidders pursuant to the requirements mandated by Government Code Section 8350 et seq. the Drug-Free Workplace Act of 1990 requires that every person or organization awarded a contract or grant for the procurement of any property or service from any State agency must certify that it will provide a drug-free workplace by doing certain specified acts. In addition, the Act provides that each contract or grant awarded by a State agency may be subject to suspension of payments or termination of the contract or grant, and the contractor or grantee may be subject to debarment from future contracting, if the contracting agency determines that specified acts have occurred.

Pursuant to Government Code Section 8355, every person or organization awarded a contract or grant from a State agency shall certify that it will provide a drug-free workplace by doing all of the following:

- a) publishing a statement notifying employees that the unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance is prohibited in the person's or organization's workplace and specifying actions which will be taken against employees for violations of the prohibition.
  - b) establishing a drug-free awareness program to inform employees about all of the following:
    - 1) the dangers of drug abuse in the workplace;
    - 2) the person's or organization's policy of maintaining a drug-free workplace;
    - 3) the availability of drug counseling, rehabilitation and employee-assistance programs;
    - 4) the penalties that may be imposed upon employees for drug abuse violations.
  - c) requiring that each employee engaged in the performance of the contract or grant be given a copy of the statement required by subdivision (1) and that, as a condition of employment on the contract or grant, the employee agrees to abide by the terms of the statement.
  - d) the undersigned, agree to fulfill the terms and requirements of Government Code Section 8355 listed above and will publish a statement notifying employees concerning (a) the prohibition of controlled substances at the workplace, (b) establishing a drug-free awareness program, and (c) requiring that each employee engaged in the performance of the contract be given a copy of the statement required by Section 8354(a) and requiring that the employee agrees to abide by the terms of that statement.
- I also understand that if the SUPERINTENDENT determines that I have either (a) made a false certification herein, or (b) violated this certification by failing to carry out the requirements of Section 8355, that the contract awarded herein is subject to termination, suspension of payments, or both. I further understand that, should I violate the terms of the Drug-Free Workplace Act of 1990, I may be subject to debarment in accordance with the requirements of Section 8350 et seq.

I acknowledge that I am aware of the provisions of Government Code Section 8350 et seq., and hereby certify that I will adhere to the requirements of the Drug-Free Workplace Act of 1990

03 / 26 / 18

Date:

Ricky Wolter

Bidder





by Mike Miller, *Contributor*

## Intro to Tangram

Tangram was founded in 1963. Today, we are the leading interior solutions provider in Los Angeles with offices in Orange County, Downtown LA, Fresno and Bakersfield.

Over the years we have nurtured a collaborative and people focused culture because we believe people fuel innovation. That culture has led to the organic growth of five business units which complement our core furniture offering: flooring, fabrication, custom furniture, move management and communications technology.

Tangram is currently a flagship dealership for Steelcase, Inc. In the past four years, Tangram's annual sales volume has been top five for all North American Steelcase dealerships serving thousands of small, medium and large accounts. Annual Sales reached a record high \$160M in 2016. Tangram's culture of engagement also extends to the needs of each community we serve.

## About Our Thinking and Work.

The foundation for our work is a very simple idea. The more true value for the user, the more true value for the business. And true value for the user can only be achieved through great experiences.

This is the core of our approach – taking products and services from a relevant idea and viable solution to a desirable product and prodigious experience. That is what we do.

The Tangram experience is a chain of events, products and interactions in synergy with each other. What happens before you purchase your furniture, flooring or technology? What happens afterward? What happens in between? And how can the organization and internal systems support that? Only a synchronized ecosystem can deliver

true service excellence to the customer.

That's why our approach is two-fold, both creating every touch point and designing the intangible experience as a whole. We collaborate with clients as a creative partner to create and manage interior environments that enhance the clients brand and culture through the expert integration of technology, furniture, floor coverings, and service solutions. In this process, we adopt the customer's perspective to design for their brand and culture. And equally important, we help our clients manage resources and processes behind the scenes so the end result is not only enjoyable but fiscally responsible.

## About Our People

There are 300+ people at Tangram spread across six offices with our headquarters being located in Santa Fe Springs, just outside of Downtown Los Angeles.

As an organization, Tangram and its employees are very active in philanthropic engagements including participation in the OrangeWood Foundation, Boy Scout of America, Children's Hospital of Los Angeles, Susan Gomen Race for the Cure, Alpha Tau Drive, the American Heart Association, the Special Olympics, the Let It Be Foundation and the Pacific Symphony.



# Vision & Philosophy

We create extraordinary value by providing a remarkable customer experience throughout our customer's life-cycle of needs. The pursuit of our vision is reinforced by our four corporate goals:

- Being the "Top of Mind" resource for the knowledge we provide and the ability to execute our client's vision.
- Maintaining our position as the market leader in the healthcare, education, influencer communities and commercial markets.
- Delivering operational excellence while remaining elastic and effective in order to manage the various business cycles profitably.
- Culturally, all employees feel valued for their contribution to the customer experience and are driven as with a team.



## Understand

We get to know you, your objectives and the environment you are looking to create.



## Co-design/Collaborate

Our design team, together with manufacturers' designers and engineers, works side by side with you, interior designers, architects and project managers, to develop schematics and concepts.



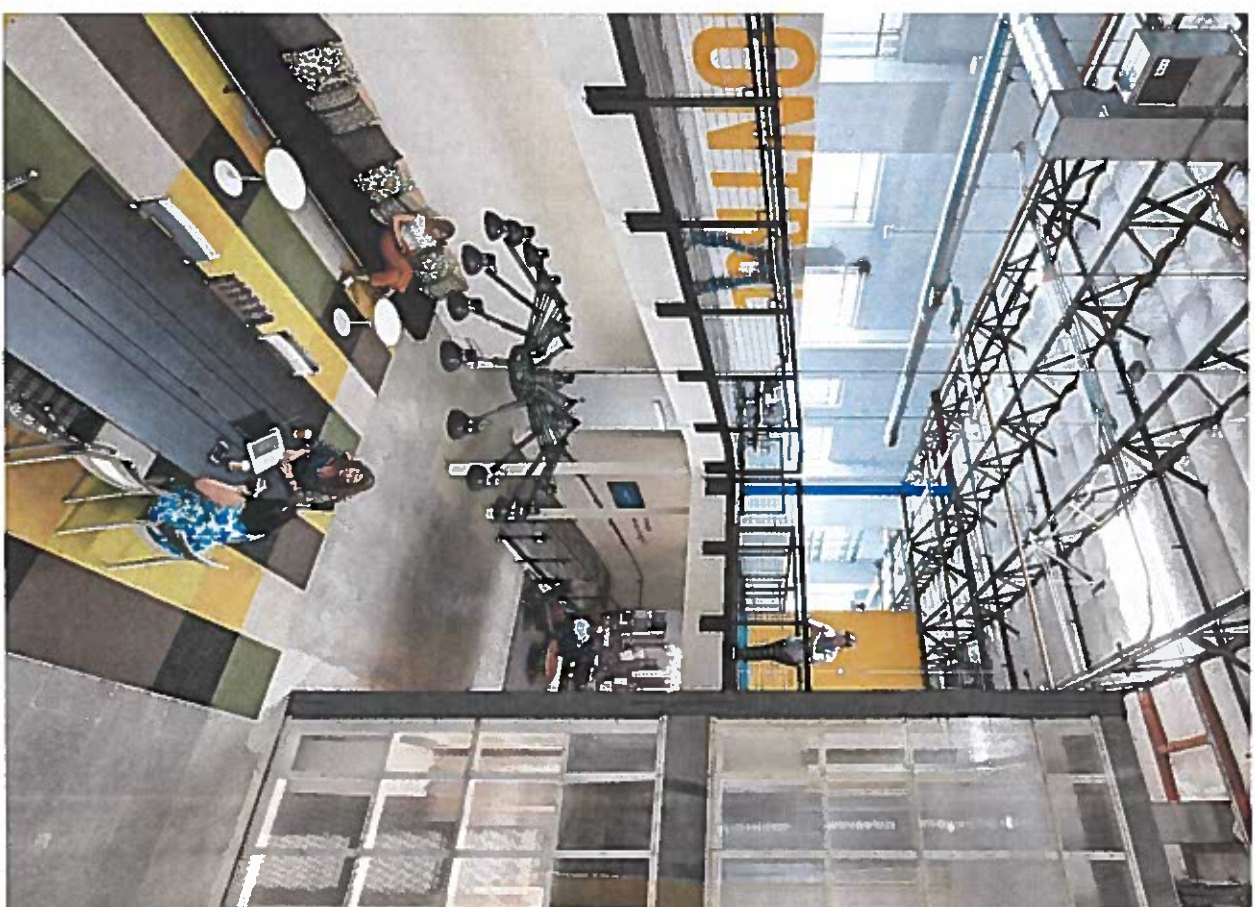
## Visualize

We create 3D renderings and schematics of various design options giving you the ability to envision your space before you place your order.



## Fulfill

Delivering your project on-schedule is our top priority. Our team of logistics experts, installers and your project manager handle all the details. From ensuring manufacturing completion, confirming delivery to site, and monitoring installation milestones, our team will ensure that your space is ready when you need it.





Dr. W. Bond Great Teacher

## Top Ten Reasons

- 1. USER-CENTERED DESIGN**  
Our design philosophy places the user first. Ahead of all other aesthetic, material, and cost criteria is that which matters most: a better day at work for our client.
- 2. PLATINUM STEELCASE PARTNER**  
Steelcase holds the largest and most comprehensive global product portfolio, and consistently receives the highest marks for excellence in quality, systems, and overall quality from industry publications.
- 3. PROVEN TEAM + TRACK RECORD**  
Tangram and Steelcase represent one of the premiere manufacturer/distributor partnerships in the country; our record of success with important customer accounts and their project opportunities is formidable. Your team should continue to expect the highest level of applied expertise to reach in a successful project outcome.
- 4. TURNKEY LIFECYCLE SERVICES**  
Tangram's service offering, which includes custom furniture (Tangram Studio) as well as in-house reupholstery and refinishing (Tangram OS/Re) gives you true one-stop service for all current requirements, and to protect and maintain the investment long term.
- 5. COMPLEXITY MANAGED**  
Our investment in infrastructure is our advantage. Consider that through the work of our 350 employees, 40+ trucks leave Tangram's base of operations to deliver off one (.000) furniture orders to our clients throughout Southern California. These same unparalleled resources will be leveraged to provide a turnkey experience throughout your project.
- 6. ENVIRONMENTAL STEWARDS**  
Steelcase's most accomplished in the area of Cradle-to-Cradle product, waste reduction, and materials application are followed by Tangram's near zero-waste installation strategy. All cardboard, plastic, and wrapping materials are removed and recycled in our own containers post installation, and in as many instances as possible, blankets wrapping supervisors traditional packaging.
- 7. HIGH-TECH EXPERIENCE**  
We believe today's client value "velocity". Using our proprietary configuration software, CET, Tangram and Steelcase can reduce typical budgeting turnaround time by more than 50% from previous CAD-based furniture specification programs.
- 8. RESEARCH + DEVELOPMENT**  
First and foremost, Steelcase is a Research and Design company. Our solutions are an expression of the knowledge gained from years of observation, surveying, and testing.
- 9. FINANCIAL STABILITY**  
Tangram and Steelcase possess over 50+ and 100+ years in the industry, respectively. Our financial statements illustrate our stability and strength. We are your partner for the long term.
- 10. BEST LEADTIMES IN INDUSTRY**  
Recognized internationally for lean manufacturing, Steelcase continues to set the bar for leadership in the industry. Standard workstation/office products are available within 4-6 weeks, and our standard quickship terms are available in as little as 1-3 weeks.



ET&T, Inc. / 20

## Capabilities



General Furniture

### Tangram Interiors

[www.tangraminteriors.com](http://www.tangraminteriors.com)

As a Stockist flagship dealer, we offer the strongest portfolio of architecture, furniture, and technology products in the industry, and complement Stockist's catalog with 350+ leading manufacturers. We create extraordinary value by providing a remarkable customer experience throughout our customer's lifecycle of needs. Our team is dedicated to developing unique solutions that deliver results. Our design team, together with manufacturers, designers and engineers, work side by side with you, interior designers, architects and project managers, to develop alternatives and concepts.

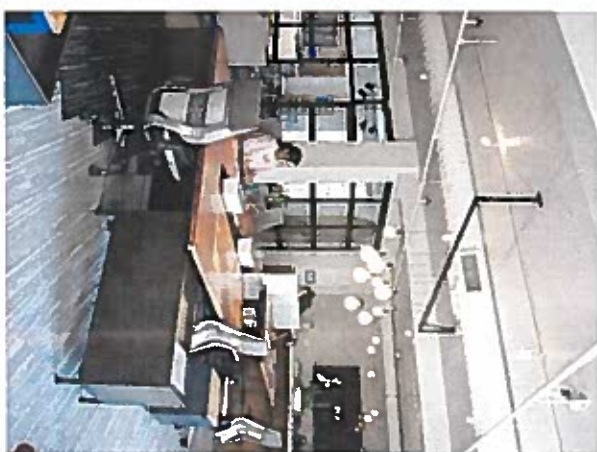
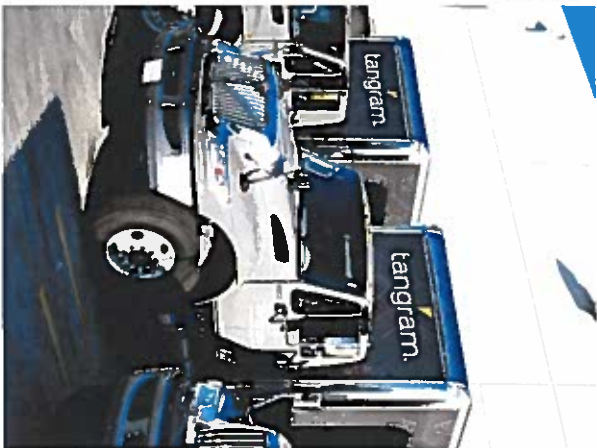
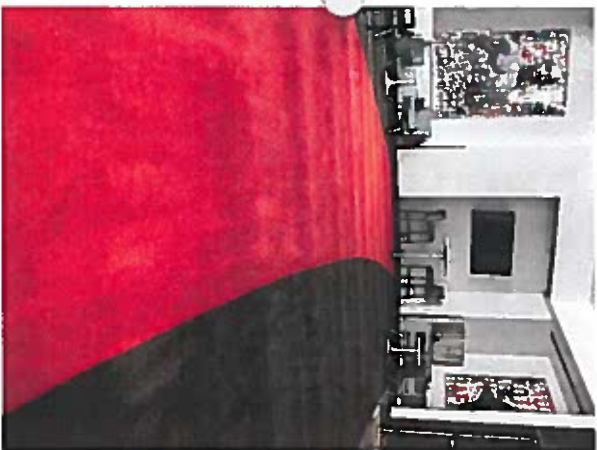
AV / Furniture

### Tangram Technology

[www.tangraminteriors.com/technology](http://www.tangraminteriors.com/technology)

Our Tangram Technology team understands how technology can foster communication, support mobility, enhance collaboration and drive better business results. Our holistic approach creates a unified ecosystem that incorporates the latest audiovisual technology with acoustics, lighting and speech privacy. Whether you need a HD conference room, surround sound theater, enterprise wide streaming or master control of your technology and building systems, we can help.

## Capabilities



### Commercial Flooring + Light Construction

#### Tangram Flooring

[www.tangraminteriors.com/flooring](http://www.tangraminteriors.com/flooring)

Tangram provides a wealth of consultation services for any flooring project. From an individual assessment to ongoing facility collaboration, to ensure that the flooring that comes in your door responds to your needs. Working as your agent, we negotiate with dealers to get our clients the products that best meet their needs and price points. Having Tangram onboard takes the guesswork and the stress off our clients' shoulders - from the ordering to the delivery to the completed installation of floor coverings and flooring systems.

### Commercial Move Services

#### Tangram Move

[www.tangraminteriors.com/move](http://www.tangraminteriors.com/move)

Moving from one location to another can be very stressful with the interruption of work that putting and moving entails. However, with a Tangram project manager onsite to oversee the planning and implementation of your move, you can rest assured that your move will be easier than ever before. Whether it's a move to another portion of your facility or a large scale relocation, Tangram provides experienced and comprehensive Move Management Services.

### Remanufacturing + Refinishing

#### Tangram OnSite

[www.tangraminteriors.com/onsite](http://www.tangraminteriors.com/onsite)

**Refinish** - Whether it's a wood, laminate or metal finish, OnSite's team of refinishing experts can make your old furniture look brand new or even give it a completely different feel.

**Reupholster** - Anyone can go out and buy a new chair, but it takes a very talented team of furniture whippers to bring a run down piece of furniture into the 21st century. From stripping to re-stuffing to reupholstering, OnSite does it all and your office furniture will turn into modern delights.

### Custom Furniture

#### Tangram Studio

[www.tangramstudio.com](http://www.tangramstudio.com)

What separates Tangram Studio projects from the rest of the world is the detail and accuracy associated with every aspect of our work. We achieve this with an experienced and talented team of individuals working under the umbrella of an organization that is capable of delivering projects that range from small to gigantic.



# Tangram Team



**RICKY WOLTER**  
**SALES EXECUTIVE**

**E:** [rwolter@tangraminteriors.com](mailto:rwolter@tangraminteriors.com)  
**P:** 858.362.6025

Ricky Wolter serves as the main point of contact and project coordinator to his clients. His functions include meeting with clients to assess and establish scope of work for each project, providing quotations and pricing as requested and meeting with Architects and Designers to provide products and solutions that exceed their project needs. He works together with the Tangram "Project Team", which includes customer service, project management, accounting and operations, to ensure a smooth, positive experience and successful project completion. Ricky's primary responsibility is to create and manage successful and ongoing relationships with clients and strategic partnerships in the A-D, project management, and commercial real estate community.



**AMBER JONES**  
**DIRECTOR OF EDUCATION**

**E:** [ajones@tangraminteriors.com](mailto:ajones@tangraminteriors.com)  
**P:** 661.446.2850

Amber serves as the primary point of contact and project coordinator for all clients alike. Her role is to align the team members and services at Tangram to match the customer's business objectives.

Amber is responsible for assessing, budgeting, and overseeing the scope of work for any Tangram activity, including but not limited to installation, moves, adds, changes and other furniture related services.

Experience: Amber joined Tangram in 2014, has worked for a Senelec dealership from 2007 until 2014, she has extensive knowledge about Senelec's research and the products that were created from that research. Her attention to detail, product knowledge, and communication skills are exemplary and ensure projects are completed on time and most importantly exceeding customer expectations.

Amber's primary responsibility is to create and manage successful and ongoing relationships with clients and strategic partnerships in the A-D, project management, and commercial real estate community.



**TRACI BRIGGS**  
**CUSTOMER SERVICE**

**E:** [tbriggs@tangraminteriors.com](mailto:tbriggs@tangraminteriors.com)  
**P:** 949.955.6764

Traci has 15 years of experience in the furniture industry as a customer service representative. She is responsible for quoting, order placement, status updates and above all, meeting the customer's needs. Traci works with project managers to schedule delivery and installation of projects in addition to coordinating any service needs.



**LAURA NIX**  
**DESIGNER**

**E:** [lnix@tangraminteriors.com](mailto:lnix@tangraminteriors.com)  
**P:** 949.955.6792

Laura has 15 years of experience and holds a Bachelor of Science degree in Interior Design. She has concentrated her work on up-front conceptualization and client collaboration to fully optimize real estate and leverage space in today's changing office space. Laura's responsibilities include space planning, value engineering, specification of products, 3D drawings, and installation drawings; all using the latest state of the art software for plans and photo realistic renderings.



**ED GUTIERREZ**  
**PROJECT MANAGER**

**E:** [egutierrez@tangraminteriors.com](mailto:egutierrez@tangraminteriors.com)  
**P:** 562.365.5254

Ed is the Project Manager for Tangram. Ed will be responsible for the overall installation of the project and will coordinate with the installation team as it relates to project schedules, labor requirements and product shipments. Ed interfaces with other trades and helps to ensure that job-site conditions are ready for receipt of product. He will also complete post installation requirements for the job walk through. Ed will attend scheduled project meetings and be on site frequently during the installation to ensure that we are meeting scheduled targets for completion. He will work closely with the lead installer (foreman) who will be on site at all times and will have up to date knowledge and information of the status of the installation.

# Our

## Process

Tangram and Serketar offer a number of Workplace Tools and Resources that we facilitate to identify your workplace needs, ultimately informing application through studies for your space. From these engagements, we are able to pull the most meaningful information from specific user groups that will intelligently inform your future design. We take key concepts from our discussion, and not only visualize them, but start to design them with specific relevancy around a new Workplace Strategy.



### User Experience

The User Experience focuses on the needs and emotions of internal customer audiences by offering a guided user experience before, during and after a pilot or project. Trained facilitators lead an initial "conversation" with the customer and a guided "work session" to plan roadmaps of the user experience.



### Collaborative Situations

The Collaborative Situations Workshop is a two-hour interactive workshop for 8-12 end users at a customer location. This workshop explores a range of collaborative activities that can be supported in physical space. User input during the workshop will provide you with a means to understand their collaborative experiences, behaviors and needs. The end result includes a range of application concepts designed to support different types of collaboration based on the specific needs of the end user group.



### Concept Review

The concept review outlines the workplace issues and puts the user's needs into a conceptual design solution. Detailed insight driven call-outs are added to each setting. Product highlights and next steps are included as well.



### Product Seminars

Serketar and Tangram will conduct seminars to train employees in the proper and safe use of furniture and support tools, basic ergonomics and proper furniture care and maintenance.



### Privacy Preferences

The Privacy Preferences Workshop is a two-hour, interactive workshop facilitated with 6-8 users at a customer location and designed to understand what privacy means to each individual. Each user's needs for privacy and how they find privacy today. The workshop results include a range of application concepts designed to support different privacy needs.

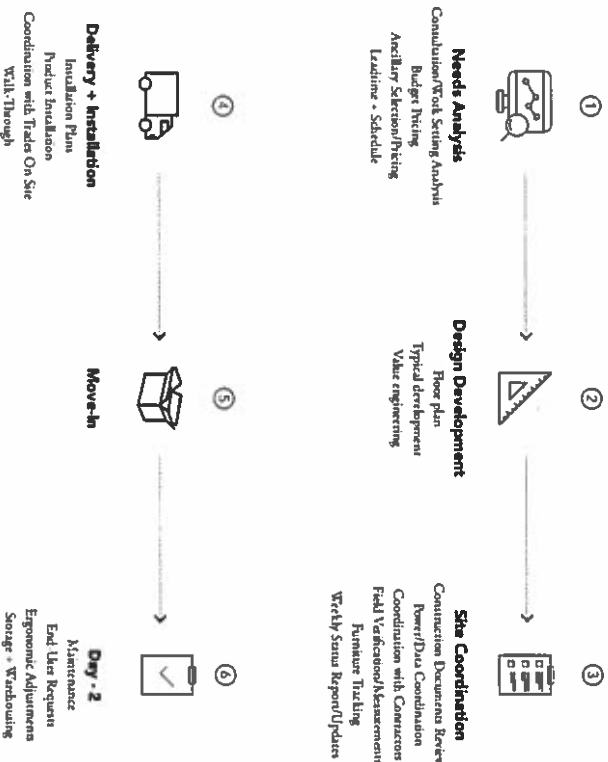


### Discovery Exercises

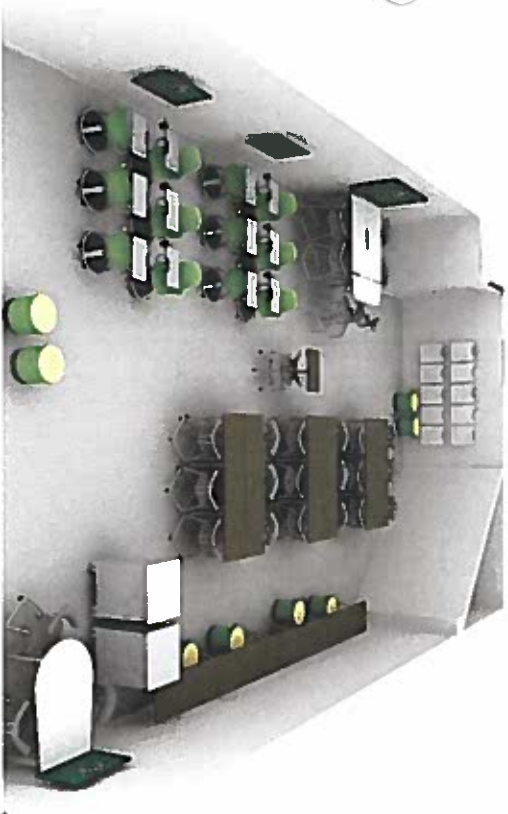
Discovery Exercises offers a way to learn about your business and strategic priorities by exploring workplace and business trends and specifically how they impact you. The exercise has 6 scenarios that are prioritized by the customer audience based on what is most important to them. We will review the top issues, prioritize and rank these statements and ultimately drive design into the shared priorities to align on next steps.

"The secret to getting ahead is getting started."

-Mark Twain



*Lakeside High School*  
**Lake Elsinore Unified School Dist.**



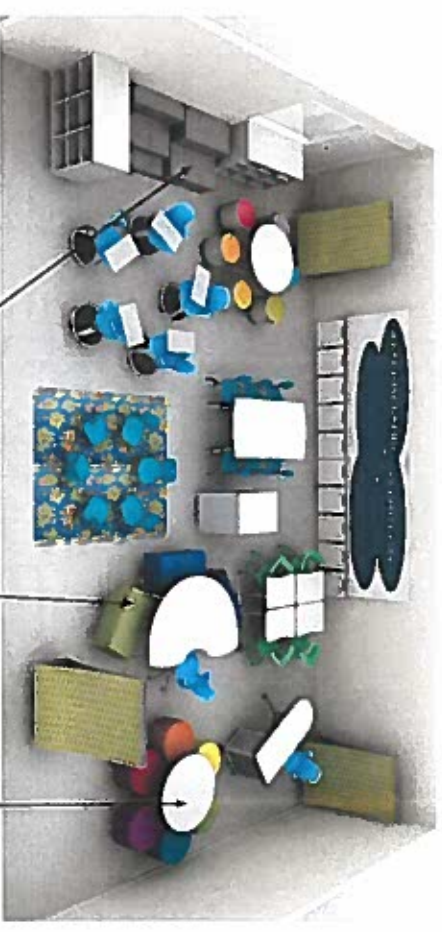
**LEUSD - Withrow Elementary 2nd Grade**



*William Collier Elementary*  
**Lake Elsinore Unified School Dist.**



*Ronald Reagan Elementary*  
**Lake Elsinore Unified School Dist.**





# Steelcase Contact Pricing

NAPA Contract # 03715511

PRODUCTS AND PRICING - Amendment #3

FOR DELIVERIES IN THE UNITED STATES

DATE: 15/01/2017

Member may purchase Product under this Agreement at prices shown in the applicable Price List in effect at the time the purchase order is placed, less the minimum discounts on the terms listed below. A thirty (30) day written notification will be given to NAPA on any Product list price adjustment. The discounts shown are based on Drop Ship delivery to the Member's Designated Location. Exceptions include Alaska and Hawaii, where additional freight charges apply and will be quoted upon request. Installation is available from Dealers at no more than seven percent (7%) of list price, subject to the terms and conditions identified below.

Deliveries from Dealer to NAPA shall be DDP, NAPA's Designated Location. Exceptions include Alaska and Hawaii, where additional freight charges apply and will be quoted upon request. For deliveries in Alaska, a service charge equal to five percent (5%) of list price shall be assessed to NAPA for Orders up to \$200,000 list price. The service charge for Orders above \$200,000 list price shall be negotiated.

Alaska Remote Location(s) Installation & Service: Any location outside of a 50 mile radius of the Steelcase dealer's location(s) are considered remote. Upon request, the dealer would provide a not to exceed estimate with respects to travel, per diem, lodging and equipment rental, if needed, at the time of project quotation. Member would pay actual invoice of these items upon verification of the fees.

Price List / Order Size	Discount off List
<b>Answer, Answer Free-standing Desk, Universal Pedestal, Universal System Worksurface, Universal Micro Blendshifter, Universal Tables</b>	<b>Drop Ship</b>
USD 1 - 50,000 list	61.00%
USD 50,001 - 150,000 list	62.00% <sup>a</sup>
USD 150,001 list and above	62.00% <sup>a</sup> or more <sup>a</sup>
<b>Avent, Series 9000</b>	
USD 1 - 50,000 list	60.00%
USD 50,001 - 150,000 list	62.00%
USD 150,001 list and above	62.00% <sup>a</sup> or more <sup>a</sup>
<b>Bottomline Task Light, LED Personal Task Light, LED Shelf Light, Underline Task Light, Reed LED Shelf Light, Adjustable Tables - Series 3, Adjustable Tables - Series 5, Adjustable Tables - Series 7, Adjustable Tables - Series 9, Series Brackets</b>	
USD 1 - 50,000 list	49.00%
USD 50,001 - 150,000 list	50.00%
USD 150,001 list and above	50.00% <sup>a</sup> or more <sup>a</sup>
<b>Brady Lounge Seating</b>	
USD 1 - 50,000 list	43.00%
USD 50,001 - 150,000 list	45.00%
USD 150,001 list and above	45.00% <sup>a</sup> or more <sup>a</sup>
<b>Coh, D1</b>	
USD 1 - 50,000 list	51.00%
USD 50,001 - 150,000 list	53.00%
USD 150,001 list and above	53.00% <sup>a</sup> or more <sup>a</sup>

PRODUCTS AND PRICING (continued)

FOR DELIVERIES IN THE UNITED STATES

DATE: 15/01/2017

Price List / Order Size	Discount off List
<b>Criterion</b>	<b>Drop Ship</b>
USD 1 - 50,000 list	61.00%
USD 50,001 - 150,000 list	62.00%
USD 150,001 list and above	62.00% <sup>a</sup> or more <sup>a</sup>
<b>Crusoe, Frameless, Divisible Screens</b>	
USD 1 - 50,000 list	46.00%
USD 50,001 - 150,000 list	48.00%
USD 150,001 list and above	48.00% <sup>a</sup> or more <sup>a</sup>
<b>Endo Accessories, Endo Whiteboards</b>	
USD 1 - 150,000 list	46.00%
USD 150,001 list and above	46.00% <sup>a</sup> or more <sup>a</sup>
<b>Groupwork, TS Mobile Pedestals, TS Tower Too</b>	
USD 1 - 50,000 list	54.00%
USD 50,001 - 150,000 list	57.00%
USD 150,001 list and above	57.00% <sup>a</sup> or more <sup>a</sup>
<b>Kick, Kick Free-standing, Caspoda, TS Worksurfaces</b>	
USD 1 - 50,000 list	59.00%
USD 50,001 - 150,000 list	62.00%
USD 150,001 list and above	62.00% <sup>a</sup> or more <sup>a</sup>
<b>Leap, Leap, Carpet Seating, Move, Amia, Gemini, Qiv, Think - Task</b>	
USD 1 - 50,000 list	53.00%
USD 50,001 - 150,000 list	54.00%
USD 150,001 list and above	54.00% <sup>a</sup> or more <sup>a</sup>
<b>Leap Worklounge and Leap Ottoman</b>	
USD 1 - 50,000 list	50.00%
USD 50,001 - 150,000 list	52.00%
USD 150,001 list and above	52.00% <sup>a</sup> or more <sup>a</sup>
<b>mediscapes, mediscapes Lounge, Migration</b>	
USD 1 - 50,000 list	43.00%
USD 50,001 - 150,000 list	44.00%
USD 150,001 list and above	44.00% <sup>a</sup> or more <sup>a</sup>
<b>Nude</b>	
USD 1 - 50,000 list	51.50%
USD 50,001 - 150,000 list	53.50%
USD 150,001 list and above	53.50% <sup>a</sup> or more <sup>a</sup>
<b>Premium Whiteboards</b>	
USD 1 - 50,000 list	48.00%
USD 50,001 - 150,000 list	50.00%
USD 150,001 list and above	50.00% <sup>a</sup> or more <sup>a</sup>
<b>Roostband 2.0</b>	
USD 1 - 150,000 list	46.50%
USD 150,001 list and above	46.50% <sup>a</sup> or more <sup>a</sup>

# Steelcase Contact Pricing

PRODUCTS AND PRICING (continued)

FOR DELIVERIES IN THE UNITED STATES CDA #: 15001487

Price List / Order Size	Discount off List
<b>Standard Lighting, Utility Lighting</b>	
USD 1 – 50,000 list	57.00%
USD 50,001 – 150,000 list	59.00%
USD 150,001 list and above	59.00% or more <sup>a</sup>
<b>TS Undermount Lateral, TS Fixed Pedestal, TS Bin &amp; Shelves, 200 Series Bin, Duo Storage for Answer, Universal System Worksurface-Wood, Montage</b>	
USD 1 – 50,000 list	56.00%
USD 50,001 – 150,000 list	60.00%
USD 150,001 list and above	60.00% or more <sup>a</sup>
<b>Verb</b>	
USD 1 – 50,000 list	53.00%
USD 50,001 – 150,000 list	55.00%
USD 150,001 list and above	55.00% or more <sup>a</sup>
<b>Chogy</b>	
USD 1 – 50,000 list	47.00%
USD 50,001 – 150,000 list	48.00%
USD 150,001 list and above	48.00% or more <sup>a</sup>
<b>Adjustable Tables – Airtouch</b>	
USD 1 – 50,000 list	57.00%
USD 50,001 – 150,000 list	61.00%
USD 150,001 list and above	61.00% or more <sup>a</sup>
<b>Fitwork</b>	
USD 1 – 150,000 list	43.00%
USD 150,001 list and above	43.00% or more <sup>a</sup>
<b>Architectural Modular Power, Pathways Power &amp; Communication, Low Profile Floor, Privacy Wall, QT Pro</b>	
USD 1 – 50,000 list	49.00%
USD 50,001 – 150,000 list	51.00%
USD 150,001 list and above	51.00% or more <sup>a</sup>
<b>Thread</b>	
USD 1 – 50,000 list	43.00%
USD 50,001 – 150,000 list	44.00%
USD 150,001 list and above	44.00% or more <sup>a</sup>
<b>V.A.A.</b>	
USD 1 – 50,000 list	44.00%
USD 50,001 – 150,000 list	51.00%
USD 150,001 list and above	51.00% or more <sup>a</sup>
<b>Balance of Steelcase Steel Products including 200 Series Lateral and Post &amp; Beam System (other than Exception below)</b>	
USD 1 – 50,000 list	57.00%
USD 50,001 – 150,000 list	59.00%
USD 150,001 list and above	59.00% or more <sup>a</sup>

PRODUCTS AND PRICING (continued)

FOR DELIVERIES IN THE UNITED STATES CDA #: 15001487

Price List / Order Size	Discount off List
<b>Current, Baylock, Sawyer</b>	
USD 1 – 50,000 list	54.00%
USD 50,001 – 150,000 list	57.00%
USD 150,001 list and above	57.00% or more <sup>a</sup>
<b>Effective Elements</b>	
USD 1 – 50,000 list	52.00%
USD 50,001 – 150,000 list	53.00%
USD 150,001 list and above	53.00% or more <sup>a</sup>
<b>Fitframe</b>	
USD 1 – 50,000 list	50.00%
USD 50,001 – 150,000 list	52.00%
USD 150,001 list and above	52.00% or more <sup>a</sup>
<b>Balance of Steelcase Wood Products including Stereo Seating (other than Exception below)</b>	
USD 1 – 50,000 list	50.00%
USD 50,001 – 150,000 list	51.00%
USD 150,001 list and above	51.00% or more <sup>a</sup>
<b>Turnstone Products (other than Exception below)</b>	
USD 1 – 50,000 list	54.00%
USD 50,001 – 150,000 list	57.00%
USD 150,001 list and above	57.00% or more <sup>a</sup>
<b>Carl Hansen Seating / Tables</b>	
USD 1 – 150,000 list	45.00%
USD 150,001 list and above	45.00% or more <sup>a</sup>
<b>Coalface Products including Lagunitas, Malsand Collection, How Lounge Seating (other than Exception below)</b>	
USD 1 – 50,000 list	48.00%
USD 50,001 – 150,000 list	50.00%
USD 150,001 list and above	50.00% or more <sup>a</sup>
<b>Balance of Workstone Products (other than Exception below)</b>	
USD 1 – 50,000 list	49.00%
USD 50,001 – 150,000 list	50.00%
USD 150,001 list and above	50.00% or more <sup>a</sup>
<b>Balance of Steelcase Health Products including Cura Seating, Lerie, Pocket, Tava, Malibu Tables, Malibu Seating, Spirit Tables, Empath Recliner Seating, Mineral Recliner Seating, Slumber Day Bed, Chair Box, Anatomy, Exchange Tables, Dayport, Folia, Mobile Overbed Tables, Opus, Park, Regard, Sense, Sonata, Sync, Walder (other than Exception below)</b>	
USD 1 – 50,000 list	45.00%
USD 50,001 – 150,000 list	47.00%
USD 150,001 list and above	47.00% or more <sup>a</sup>

# Steelcase Contact Pricing

## PRODUCTS AND PRICING (continued)

### FOR DELIVERY IN THE UNITED STATES

CD: 01-15-2017

Prior List - Order Size	Discounts off List
Service Parts for all of the above	Drop Ship
All Order sizes	33.00%

\*Mutually agreed upon discount to be arrived at between Member, Dealer, & Steelcase. However, the discount to Member shall be no less than the discount in the preceding list of that pricing category.

The following Products listed under the EXCEPTIONS category below were not considered within the discount schedule above. If required, mutually agreed upon discounts for the aforesaid Products will be negotiated between Member, Dealer and Steelcase.

#### EXCEPTIONS

- Steelcase Steel Price List: New Products, 1 Line, Technology Upgrades.
- Steelcase Wood Price List: New Products
- Turnstone Price List: New Products
- Coalcase Price List: ARM.
- Worktools Price List: New Products.
- Steelcase Health Price List: New Products

#### OTHER

- Terms and conditions for the delivery and installation of architectural products will be negotiated on a project by project basis
- Only Orders from Steelcase Steel, Steelcase Wood, and Steelcase Worktools Price Lists may be combined for the purpose of defining Order Size
- List Price dollar volume categories may be automatically adjusted at the time of an announced price adjustment
- Due to such factors as limited street and building access, secondary transportation costs, union premiums, special permits, etc., installations in major market areas are subject to additional charges.

#### Product and Pricing Terms

#### DEFINITIONS:

**NIPA** - As used herein, all references to NIPA shall mean and include NIPA, organized pursuant to M.S. 123A.21, its successors, permitted assigns, subsidiaries, affiliates and any of its present and future subsidiaries or organizations controlled by, controlling or under common control with it.

**Steelcase, Inc.** - As used herein, means Steelcase, Inc., its successors, permitted subsidiaries, affiliates and any of its present and future subsidiaries or organizations controlled by, controlling or under common control with it.

**Contract Price** - Recommended pricing discount established through the contract award

**Member** - As used herein, shall be defined in accordance with Minnesota Statute (M.S. 123A.21) and means any qualified educational agency public or private, city, county or other governmental agency and all non-profit agencies nationally that have been deemed eligible for participation by the NIPA Board of Directors and which is a member in good standing of NIPA.

**Program** - means the purchasing program for Premium Grade Office Furniture, and Related Equipment and Accessories with the pricing described in RFP #031715, Steelcase Inc.'s response to that RFP, or as otherwise agreed to by the parties. All other terms of the Program will relate to the RFP #031715.

**Dealer** - means the Steelcase Participating Dealers either individually or collectively who are the authorized distribution of Steelcase, Inc.'s products nationwide who provide Products and services to the NIPA Members consistent with the terms of this Agreement. All products purchased pursuant to this Agreement by Members shall be purchased from and through one of Steelcase, Inc.'s Dealers

**Terms and conditions** - as a result of RFP #031715 contract award to Steelcase, all parties to include the NIPA participating members are bound to terms and conditions of the RFP as well as applicable terms and conditions of this operating agreement

**DDP (Delivered Duty Paid)** - Pursuant to Incoterms 2010, Dealer has fulfilled its delivery obligations when the Products have been placed, cleared for import and ready for unloading, at NIPA Member's disposal at the designated receiving dock at NIPA Member's Designated Location

**Designated Location** - The physical delivery location as specified by Member

**Drop Ship** - Pricing for Products includes delivery from the applicable Steelcase factory to the receiving dock of Member's Designated Location.

**Delivered and Installed** - Pricing for Products includes delivery from the applicable Steelcase factory to NIPA Member's Designated Location. Products are unpacked, inspected, cleaned, assembled and set in place by Dealer

**Large Order** - One quantity of Products to be shipped at one time to one location with a minimum list price value of:

Steelcase Products (other than exceptions below)	USD 500,000 or equivalent
Coalcase	USD 75,000 or equivalent
Worktools Products	USD 25,000 or equivalent
Turnstone, Steelcase Health	USD 150,000 or equivalent

**Customer's Designated Location** - The physical delivery location as specified on Customer's purchase order, specifying whether the Product is to be delivered directly from the applicable Steelcase factory to the receiving dock on Customer's premises or on the premises of one of its Subsidiaries, or to the receiving dock of third party warehouse for purposes of temporary storage or preparation (e.g. unpacking, sub-assembly, staging, etc.)

**EDI (Electronic Data Interchange)** - A computer-to-computer transfer of business documents used for the transmission of purchasing documents such as purchase orders, modifications, and invoices.

**List Price** - The price set forth in Awarded Vendor's published Price List.

**Negotiate** - Mutually agreed upon price to be arrived at between Member, Dealer, and Awarded Vendor.

**New Products** - Products are considered new for a period of two years from the date on which they are first shipped in a particular market.

**Order** - One quantity of Product to be shipped at one time to one location.

**Price List** - A general term which covers a variety of specific naming conventions such as Specification Guides, Price Guides, Price and Product Manuals, Catalogs, and Electronic Catalog (ECAT's)

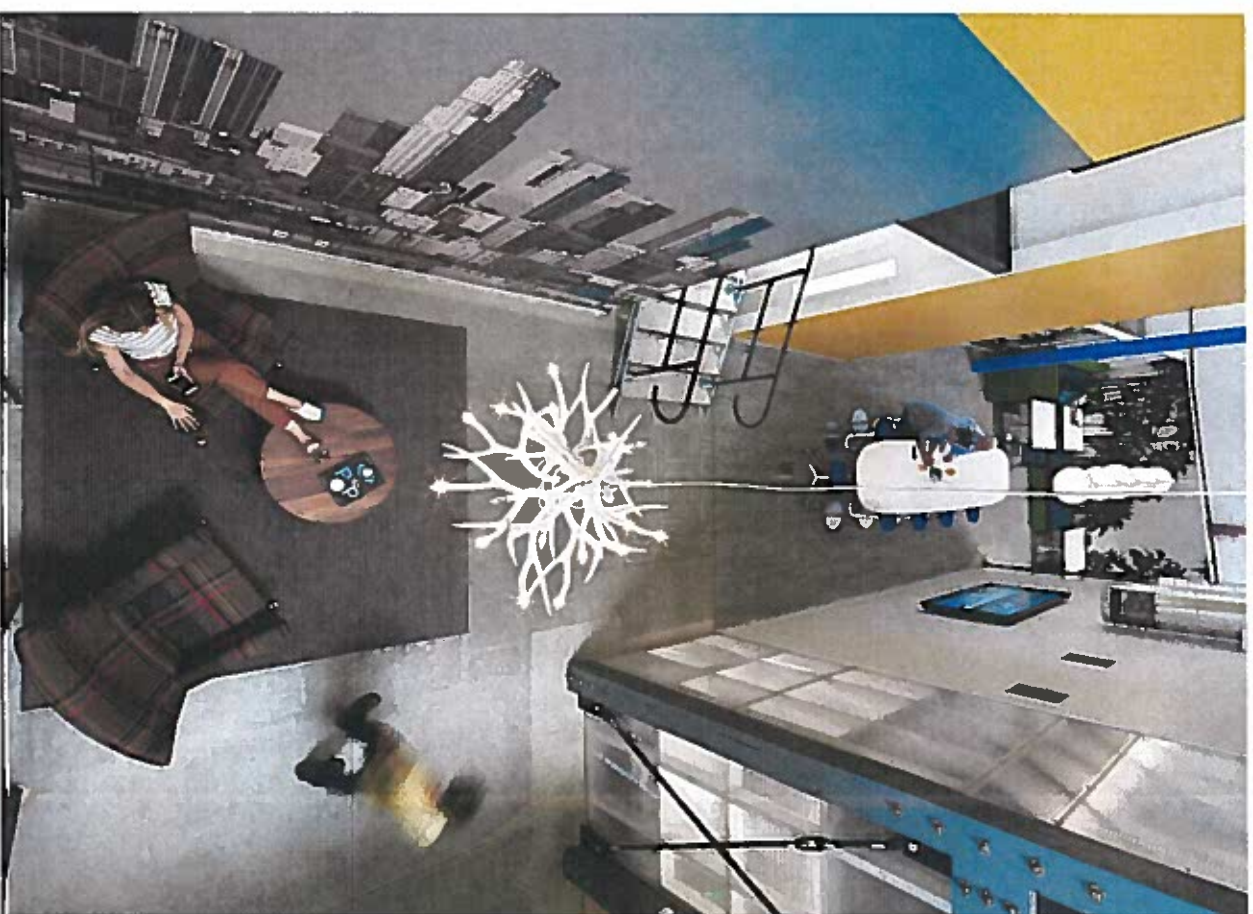
**Special Products** - Products that are developed by Awarded Vendor in Member specifications.

## KI Contact Pricing

[illegible][illegible]



## KI Contact Pricing

[illegible]

## HON Contact Pricing

# HON

National IPA

CONTRACT R142208



## THE POWER OF ONE

Ever Call One vendor. One purchase order. That's what The HON Company and National IPA believe. The HON Company designs and manufactures government, education and work place furniture on a single line. Tables, desks, workstations and storage. We are a single source for all of your work place furniture needs. From your office to training space to classroom. From storage to storage. Much more in line with a traditional network of traditional dealers. Its support the US. HON is always eager to provide the best possible experience for you and your customers.



## Better Together

The National IPA contract provides the ability to leverage the combined purchasing power of over 35 local government agencies resulting in a savings of at least 30% on every HON order. Save time. Reduce cost. Minimize hassles. And become the future power of HON and National IPA today.

Visit [hon.com/nationalipa](http://hon.com/nationalipa) to view the National IPA Catalog. They are the best furniture, at a unbeatable price & value to support it for the hundreds of thousands and millions of US.

PLEASE CONTACT HON GOVERNMENT CUSTOMER SUPPORT WITH ANY QUESTIONS.

1-800-777-7777 (HON) or 1-800-777-7777 (HON)

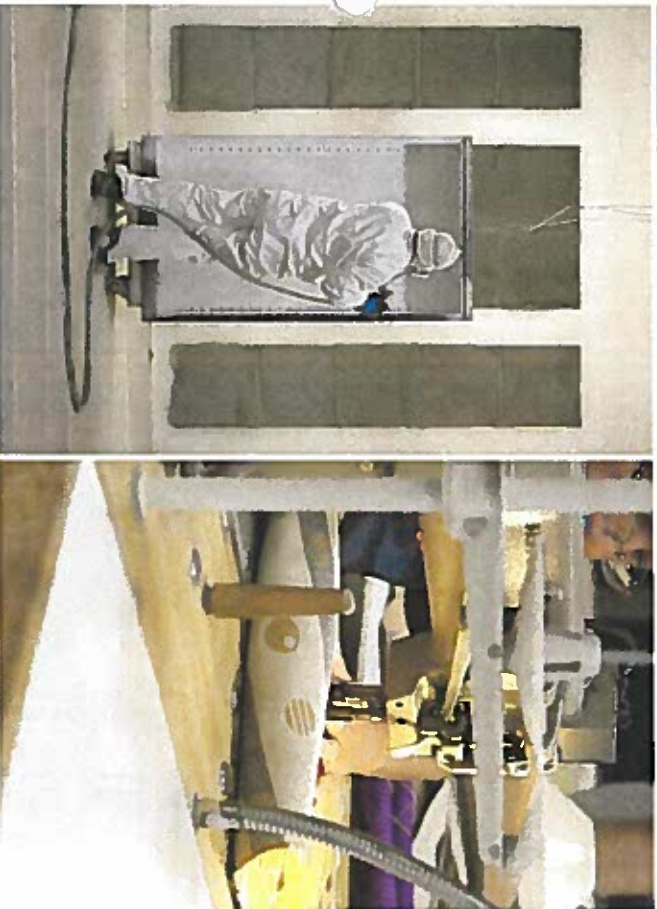


Tier	Total Sales (\$K)	Volume (\$K)	Volume (\$K)	Volume (\$K)	Volume (\$K)	Volume (\$K)	Volume (\$K)	Volume (\$K)
1	50 - 500,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
2	500,001 - 1,000,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
3	1,000,001 and above	50,000	50,000	50,000	50,000	50,000	50,000	50,000



Our Total Care of Business

## Care & Maintenance



When you call Tangram with a product support need, which ranges from warranty/ service repair, touch up, wood repair, cleaning, lock repair and rekeying or relocation service, you get real solutions, quickly.



### Missing Key Storage

Spare keys available in stock can overnight keys or process replacements orders within 24 hours



### Damaged Wood Veneer Worksurface

Tangram OnSite can perform touch up or refinishing of virtually any wood or wood veneer product and can also re-laminate worksurfaces too.



### Wall Worn, Damaged Panel, or Upholstery Fabric

Tangram OnSite cleaning can expertly clean and renew all manner of textiles, from leather to suede to fabric and beyond.



### User Comfort Adjustments

Tangram drivers and foreman are all equipped to perform "Happy Crew" adjustments for user comfort, such as repositioning worksurface height, storage elements and workstation orientation.



### General Service Calls

Service calls are handled within 8 hours (emergency), 48 hours (priority) or 5 days (standard)



### Warranty Replacements

Tangram honors the manufacturers warranties for all products we sell and has a dedicated staff to pursue replacement parts and schedule follow up labor for all products under warranty. Of course, billable repair outside of the warranty cycle will receive the same attention, and our staff seeks the most cost-efficient method to keep your product in service.

*Tangam Interiors*



[tangaminteriors.com](http://tangaminteriors.com)



**SIGNATURE PAGE/BID FORM**

(Please type or print)

The undersigned having carefully examined the Notice Calling for Bids, the Specifications, and all contract documents for the proposed furniture: new or refurbished, systems, stand-alone and classroom furniture bid the following:

**ADDENDA:** The undersigned has thoroughly examined any and all Addenda issued during the bid period and is thoroughly familiar with all contents thereof and acknowledges receipt of the following Addenda: (Bidder to list all addenda).

Addendum No. <u>1</u>	Date Received <u>3/14/18</u>	Addendum No. <u>2</u>	Date Received <u>3/21/18</u>
Addendum No. _____	Date Received _____	Addendum No. _____	Date Received _____

**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

**\*\*\*SEE ATTACHED DISCOUNT STRUCTURE FOR FURTHER BREAKDOWN AND ADDITIONAL VENDORS**

61.4 % off VIRCO INC manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ % off \_\_\_\_\_ manufacturer's list price  
 \_\_\_\_\_ labor and installation  
 \_\_\_\_\_ shipping costs

IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.

**COMPANY INFORMATION**

Company Name: VIRCO INC

Authorized Representative: BEVERLY BELOTE - CUSTOMER SERVICE MANAGER  
 (Please type or print)

Company Address: 2027 HARPERS WAY  
TORRANCE, CA 90501

Telephone Number: (800) 448-4726 Fax Number (800) 396-8232

E-mail Address: cms@virco.com

Authorized Representative's Signature: Beverly Belote

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS  
BID 17/18-0955  
FURNITURE**

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
VIRCO	\$0 to \$1,000	61.4%	57.5%	53.4%
	\$1,001 to \$4,000	62.4%	58.6%	54.9%
	\$4,001 to \$15,000	66.5%	63.1%	59.8%
	\$15,001 to \$40,000	69.1%	67.6%	64.5%
	\$40,001 to \$100,000	70.1%	68.6%	65.5%
	\$100,001 to \$250,000	71.7%	70.2%	67.5%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS  
 BID 17/18-0955  
 FURNITURE**

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
BESTRITE	\$0 to \$1,000	23.0%	7.6%	-15.5%
	\$1,001 to \$4,000	23.0%	15.3%	3.8%
	\$4,001 to \$15,000	27.0%	23.4%	12.4%
	\$15,001 to \$40,000	27.0%	23.4%	12.4%
	\$40,001 to \$100,000	32.0%	28.6%	18.4%
	\$100,001 to \$250,000	32.0%	30.0%	21.8%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
BRETTFORD	\$0 to \$1,000	2.0%	-17.6%	-47.0%
	\$1,001 to \$4,000	2.0%	-7.8%	-22.5%
	\$4,001 to \$15,000	13.0%	8.7%	-4.4%
	\$15,001 to \$40,000	17.0%	12.9%	0.0%
	\$40,001 to \$100,000	22.0%	18.1%	6.4%
	\$100,001 to \$250,000	26.0%	23.8%	14.9%
	\$250,001 and up negotiated			



**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**

<b>Percentage Discount for Manufacturer's Price List by Dollar Volume</b>				
<b>Manufacturer's Name</b>	<b>Dollar Volume</b>	<b>Delivered Tailgate</b>	<b>Inside Delivery</b>	<b>Delivered &amp; Installed</b>
<b>BRODART</b>	\$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	46.0%	43.3%	35.2%
	\$15,001 to \$40,000	46.0%	43.3%	35.2%
	\$40,001 to \$100,000	50.0%	47.5%	40.0%
	\$100,001 to \$250,000	50.0%	48.5%	42.5%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
DIVERSIFIED	\$0 to \$1,000	37.0%	24.4%	5.5%
	\$1,001 to \$4,000	37.0%	30.7%	21.3%
	\$4,001 to \$15,000	41.0%	38.1%	29.2%
	\$15,001 to \$40,000	41.0%	38.1%	29.2%
	\$40,001 to \$100,000	45.0%	42.3%	34.0%
	\$100,001 to \$250,000	45.0%	43.4%	36.8%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
ERG	\$0 to \$1,000	12.0%	12.0%	-32.0%
	\$1,001 to \$4,000	12.0%	3.2%	-10.0%
	\$4,001 to \$15,000	17.0%	12.9%	0.0%
	\$15,001 to \$40,000	21.0%	17.1%	5.2%
	\$40,001 to \$100,000	31.0%	27.6%	17.2%
	\$100,001 to \$250,000	34.0%	32.0%	24.1%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
GHENT	\$0 to \$1,000	22.0%	6.4%	-17.0%
	\$1,001 to \$4,000	22.0%	14.2%	2.5%
	\$4,001 to \$15,000	26.0%	22.3%	11.2%
	\$15,001 to \$40,000	26.0%	22.3%	11.2%
	\$40,001 to \$100,000	31.0%	27.6%	17.2%
	\$100,001 to \$250,000	31.0%	28.9%	20.7%
	\$250,001 and up negotiated			



**SAN BERNARDINO COUNTY SUPT OF SCHOOLS  
BID 17/18-0955  
FURNITURE**

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
GREENE MFG	\$0 to \$1,000	-56.0%	-87.0%	-234.0%
	\$1,001 to \$4,000	-56.0%	-71.6%	-95.0%
	\$4,001 to \$15,000	-47.0%	-54.4%	-76.4%
	\$15,001 to \$40,000	-47.0%	-54.4%	-76.4%
	\$40,001 to \$100,000	-38.0%	-44.9%	-65.6%
	\$100,001 to \$250,000	-38.0%	-42.2%	-58.7%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
HIGHPOINT	\$0 to \$1,000	44.0%	32.8%	16.0%
	\$1,001 to \$4,000	44.0%	38.4%	30.0%
	\$4,001 to \$15,000	48.0%	45.4%	37.6%
	\$15,001 to \$40,000	48.0%	45.4%	37.6%
	\$40,001 to \$100,000	52.0%	49.6%	42.4%
	\$100,001 to \$250,000	52.0%	50.6%	44.8%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
INTERIOR CONCEPTS	\$0 to \$1,000	38.0%	25.6%	7.0%
	\$1,001 to \$4,000	38.0%	31.8%	22.5%
	\$4,001 to \$15,000	42.0%	39.1%	30.4%
	\$15,001 to \$40,000	42.0%	39.1%	30.4%
	\$40,001 to \$100,000	49.0%	46.5%	38.8%
	\$100,001 to \$250,000	51.0%	49.5%	43.7%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
LYON	\$0 to \$1,000	28.0%	13.6%	-8.0%
	\$1,001 to \$4,000	28.0%	20.8%	10.0%
	\$4,001 to \$15,000	32.0%	28.6%	18.4%
	\$15,001 to \$40,000	32.0%	28.6%	18.4%
	\$40,001 to \$100,000	36.0%	32.8%	23.2%
	\$100,001 to \$250,000	36.0%	34.1%	26.4%
	\$250,001 and up negotiated			



**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
PLYMOLD	\$0 to \$1,000	22.0%	6.4%	-17.0%
	\$1,001 to \$4,000	22.0%	14.2%	2.5%
	\$4,001 to \$15,000	26.0%	22.3%	11.2%
	\$15,001 to \$40,000	26.0%	22.3%	11.2%
	\$40,001 to \$100,000	31.0%	27.6%	17.2%
	\$100,001 to \$250,000	31.0%	28.9%	20.7%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
REPUBLIC	\$0 to \$1,000	16.0%	-1.0%	-26.0%
	\$1,001 to \$4,000	16.0%	7.6%	-5.0%
	\$4,001 to \$15,000	21.0%	17.1%	5.2%
	\$15,001 to \$40,000	21.0%	17.1%	5.2%
	\$40,001 to \$100,000	26.0%	22.3%	11.2%
	\$100,001 to \$250,000	26.0%	23.8%	14.9%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
RFM	\$0 to \$1,000	35.0%	22.0%	0.0%
	\$1,001 to \$4,000	35.0%	28.5%	18.8%
	\$4,001 to \$15,000	39.0%	36.0%	26.8%
	\$15,001 to \$40,000	39.0%	36.0%	26.8%
	\$40,001 to \$100,000	43.0%	40.2%	31.6%
	\$100,001 to \$250,000	43.0%	41.3%	34.5%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
RIGHT ANGLE	\$0 to \$1,000	28.0%	17.3%	-3.0%
	\$1,001 to \$4,000	28.0%	20.8%	10.0%
	\$4,001 to \$15,000	32.0%	28.6%	18.4%
	\$15,001 to \$40,000	32.0%	28.5%	18.4%
	\$40,001 to \$100,000	37.0%	33.9%	24.4%
	\$100,001 to \$250,000	37.0%	35.1%	27.6%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
RUSSWOOD	\$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 and up negotiated			



**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
ULTRA PLAY	\$0 to \$1,000	-21.0%	-45.2%	-81.5%
	\$1,001 to \$4,000	-21.0%	-33.1%	-51.3%
	\$4,001 to \$15,000	-13.0%	-18.7%	-35.6%
	\$15,001 to \$40,000	-13.0%	-18.7%	-35.6%
	\$40,001 to \$100,000	-5.0%	-10.3%	-26.0%
	\$100,001 to \$250,000	-5.0%	-8.2%	-20.8%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
WADDELL	\$0 to \$1,000	38.0%	3.0%	7.0%
	\$1,001 to \$4,000	38.0%	31.8%	22.5%
	\$4,001 to \$15,000	42.0%	39.1%	30.4%
	\$15,001 to \$40,000	42.0%	39.1%	30.4%
	\$40,001 to \$100,000	49.0%	46.5%	38.8%
	\$100,001 to \$250,000	51.0%	49.5%	43.7%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
WOOD DESIGNS	\$0 to \$1,000	14.0%	-3.2%	-29.0%
	\$1,001 to \$4,000	14.0%	5.4%	-7.5%
	\$4,001 to \$15,000	19.0%	15.0%	280.0%
	\$15,001 to \$40,000	19.0%	15.0%	2.8%
	\$40,001 to \$100,000	25.0%	21.3%	10.0%
	\$100,001 to \$250,000	25.0%	22.8%	13.8%
	\$250,001 and up negotiated			

**NON-COLLUSION DECLARATION**  
*(To Be Submitted with Bid)*

The undersigned declares:

CUSTOMER SERVICEI am the MANAGER of VIRCO INC, the party making the foregoing bid.

The Bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization or corporation. The Bid is genuine and not collusive or sham. The bidder has not directly or indirectly induced or solicited any other bidder to put in a false or sham bid. The bidder has not directly or indirectly colluded, conspired, connived or agreed with any bidder or anyone else to put in a sham bid, or to refrain from bidding. The bidder has not in any manner, directly or indirectly, sought by agreement, communication or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit or cost element of the bid price, or of that of any other bidder. All statements contained in the bid are true. The bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof, to effectuate a collusive or sham bid, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a bidder that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the bidder.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on:

3/22/2018, at CONWAY, ARKANSAS

(date)

(city)

(state)

X Beverly Belote  
BEVERLY BELOTE - CUSTOMER SERVICE MANAGER

**WORKERS' COMPENSATION CERTIFICATION**  
(To Be Submitted with Bid)

Labor Code Section 3700:

Every employer except the State shall secure the payment of compensation in one or more of the following ways:

- (a) By being insured against liability to pay compensation in one or more insurers duly authorized to write compensation insurance in the State.
- (b) By securing from the Director of Industrial Relations a certificate of consent to self-insure, which may be given upon furnishing proof satisfactory to the Director of Industrial Relations of ability to self-insure and to pay any compensation that may become due to his employees.

I am aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for worker's compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work of this contract.

Date: 3/22/2018

Vendor

By: VIRCO INC

  
Signature  
BEVERLY BELOTE - CUSTOMER SERVICE MANAGER

(In accordance with Article 5 (commencing at Section 1860), Chapter 1, Part 7, Division 2 of the Labor code, the above certificate must be signed and filed with the awarding body prior to performing any work under this contract.)



**CERTIFICATE REGARDING DRUG-FREE WORKPLACE**  
(To Be Submitted with Bid)

This Drug-Free Workplace Certification form is required from all successful bidders pursuant to the requirements mandated by Government Code Section 8350 et seq., the Drug-Free Workplace Act of 1990 requires that every person or organization awarded a contract or grant for the procurement of any property or service from any State agency must certify that it will provide a drug-free workplace by doing certain specified acts. In addition, the Act provides that each contract or grant awarded by a State agency may be subject to suspension of payments or termination of the contract or grant, and the contractor or grantee may be subject to debarment from future contracting, if the contracting agency determines that specified acts have occurred.

Pursuant to Government Code Section 8355, every person or organization awarded a contract or grant from a State agency shall certify that it will provide a drug-free workplace by doing all of the following:

- a) publishing a statement notifying employees that the unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance is prohibited in the person's or organization's workplace and specifying actions which will be taken against employees for violations of the prohibition;
- b) establishing a drug-free awareness program to inform employees about all of the following
  - 1) the dangers of drug abuse in the workplace;
  - 2) the person's or organization's policy of maintaining a drug-free workplace;
  - 3) the availability of drug counseling, rehabilitation and employee-assistance programs;
  - 4) the penalties that may be imposed upon employees for drug abuse violations.
- c) requiring that each employee engaged in the performance of the contract or grant be given a copy of the statement required by subdivision (1) and that, as a condition of employment on the contract or grant, the employee agrees to abide by the terms of the statement.

I, the undersigned, agree to fulfill the terms and requirements of Government Code Section 8355 listed above and will publish a statement notifying employees concerning (a) the prohibition of controlled substances at the workplace, (b) establishing a drug-free awareness program, and (c) requiring that each employee engaged in the performance of the contract be given a copy of the statement required by Section 8355(a) and requiring that the employee agrees to abide by the terms of that statement.

I also understand that if the SUPERINTENDENT determines that I have either (a) made a false certification herein, or (b) violated this certification by failing to carry out the requirements of Section 8355, that the contract awarded herein is subject to termination, suspension of payments, or both. I further understand that, should I violate the terms of the Drug-Free Workplace Act of 1990, I may be subject to debarment in accordance with the requirements of Section 8350 et. seq.

I acknowledge that I am aware of the provisions of Government Code Section 8350 et. seq., and hereby certify that I will adhere to the requirements of the Drug-Free Workplace Act of 1990.



Date: 3/22/2018

BEVERLY BELOTE - CUSTOMER SERVICE MANAGER

VIRCO INC

Bidder

PERFORMANCE BOND

\*\*\* NOT NECESSARY PER ADDENDUM 2\*\*\*

KNOW ALL MEN BY THESE PRESENTS: That WHEREAS, the San Bernardino County Superintendent of Schools identified as "SUPERINTENDENT", has given to \_\_\_\_\_ hereinafter designated as the "Principal", a Notice of Intent to Award Contract for the work described as follows:

FURNITURE: SYSTEMS AND STAND ALONE

BID #17/18-0955

WHEREAS, said Principal is required under the terms of said Notice to furnish a Bond for the faithful performance of such Notice.

NOW THEREFORE, we, the Principal and \_\_\_\_\_ as Surety, an admitted Surety insurer pursuant to Code of Civil Procedure, Section 995.120, legally doing business in California at \_\_\_\_\_, are held and firmly bound unto the Superintendent, in the sum of \_\_\_\_\_ DOLLARS (\$ \_\_\_\_\_), lawful money of the United States of America, for the payment of which sum well and truly to be made, we bind ourselves, our heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.

THE CONDITION OF THIS OBLIGATION IS SUCH that if the above bound Principal, his or its heirs, executors, administrators, successors or assigns, shall in all things stand to and abide by and will and truly keep and perform, the covenants, conditions and agreements as defined in the said contract and any alteration thereof made as therein provided, on his or their part, to be kept and performed at the times and in the manner therein specified, and in all respects according to their true intent and meaning, and shall indemnify and save harmless the Superintendent, its officers and agents, as therein stipulated, then this obligation shall become null and void, otherwise, it shall be and remain in full force and virtue.

As a condition precedent to the satisfactory completion of the Contract, the above obligation shall hold good for a period of one (1) year after the acceptance of the Work by Superintendent, during which time if Principal shall fail to make full, complete, and satisfactory repair and replacements and totally protect the Superintendent from loss or damage made evident during the period of one (1) year from the date of acceptance of the Work, and resulting from or caused by defective materials or faulty workmanship, the above obligation in penal sum thereof shall remain in full force and effect. However, nothing in this paragraph shall limit the obligation of the surety and the obligation of the Surety shall continue so long as any obligation of Principal remains.

And the said surety, for value received, hereby stipulates and agrees that no change, extension of time, alteration or addition to the terms of the Contract or to the work to be performed thereunder, or the specifications accompanying the same, shall in any way affect its obligation on this bond, and it does hereby waive notice of any such change, extension of time, alteration or addition to the terms of the Contract, or to the work, or to the Specifications.

In the event suit is brought upon this bond by the Superintendent and judgment is recovered, the Surety shall pay all costs incurred by the Superintendent in such suit, including a reasonable attorneys' fee to be fixed by the court.

IN WITNESS WHEREOF, this instrument has been duly executed by the Principal and Surety above named, on the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

(Corporate Seal) PRINCIPAL \_\_\_\_\_

BY \_\_\_\_\_

(Corporate Seal) TYPED/PRINTED NAME \_\_\_\_\_

TITLE \_\_\_\_\_

SURETY \_\_\_\_\_

BY \_\_\_\_\_

(Attach Attorney-in-Fact Certificate)

TYPED/PRINTED NAME \_\_\_\_\_

TITLE \_\_\_\_\_

## GENERAL INFORMATION

### VIRCO WARRANTY

Virco will repair or replace, at its option, any Virco furniture or equipment product which proves to be defective in original material or workmanship that may become evident within the first 10 years of the date of purchase and 5 years from the date of purchase for casters, glides, pneumatic cylinders and torsion bars. This is your sole and exclusive remedy. This warranty covers products manufactured after January 1, 2017, as long as product is owned by original purchaser, and is subject to the following limitations:

#### Limitations:

From the date of purchase, Virco's warranty covers the items below as follows:

##### 10 Years

Laminates, seating controls, all seating, desk, table and storage products unless otherwise indicated in this warranty.

##### 5 Years

Glides, casters, pneumatic cylinders and torsion bars on mobile folding tables.

##### 1 Year

Chairs with custom logos applied to their upholstered seats and/or backs.

#### Exclusions:

This warranty excludes:

- Apparent defects caused by abusive or abnormal use of the product.
- Products not assembled, installed or used in compliance with Virco's product instructions or warnings.
- Failures resulting from inadequate inspection and maintenance.
- The effects of normal usage over time.
- Any damage caused during shipment (see the current Virco price list's "Steps to Take When Receiving Shipments" for more information).
- Product modifications not approved by Virco.
- Vinyl and fabric upholstery material, except as may be offered by the mill source.
- Rust caused by natural elements or high exposure to moisture
- Products used for rental purposes.

### Natural Materials, Color Variations & Customer's Own Materials

Leather, wood and other natural materials may have intrinsic grains or patterns that are distinguishing features and not regarded as defects. Virco cannot warrant the matching of grains, patterns, textures, colors, or the color-fastness of such materials. In addition, Virco does not warrant Customer's Own Materials (COM) that are chosen and used in a Virco product at a customer's request.

THERE ARE NO IMPLIED WARRANTIES OF FITNESS OR MERCHANTABILITY, AND THERE ARE NO OTHER EXPRESS WARRANTIES BEYOND THE WARRANTIES EXPRESSED HERE. ALL INCIDENTAL OR CONSEQUENTIAL DAMAGES WHICH MAY ARISE, INCLUDING BUT NOT LIMITED TO BUSINESS LOSSES, PERSONAL PROPERTY DAMAGE, AND THIRD PARTY LIABILITIES ARE HEREBY EXPRESSLY EXCLUDED.

### To obtain service under this warranty:

Please contact your local Virco Sales Representative or Customer Service at 800.448.4726.

### Care & Use Instructions Notice:

To prevent structural failures and possible injury, furniture should not be used other than for its intended purpose and should be inspected regularly for loose or missing screws or rivets, metal fatigue, cracks, broken welds, missing attachments, loose staples and general instability. Furniture that is damaged or appears to be unstable should immediately be removed from service, reported to the facility manager and replaced or repaired. Repairs should only be made using factory-authorized parts and methods. For information on furniture maintenance, or to report furniture which requires service, call Virco toll-free at 800.448.4726. Furniture should be wiped down with mild soap and water as needed.



# CERTIFICATE OF LIABILITY INSURANCE

276839

DATE (MM/DD/YYYY)  
4/3/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Commercial Lines - (310) 543-9995 Wells Fargo Insurance Services USA, Inc. - CA Lic#: 0D08408 21250 Hawthorne Boulevard, Suite 600 Torrance, CA 90503-5519	<b>CONTACT NAME:</b> Kimberly Velasquez <b>PHONE (A/C, No, Ext):</b> 310.792.8448 <b>FAX (A/C, No):</b> 310.543.9175 <b>E-MAIL ADDRESS:</b> kimberly.velasquez@wellsfargo.com																					
<b>INSURED</b> Virco Mfg. Corporation, Virco Inc. 2027 Harpers Way Torrance, CA 90501	<table border="1"><thead><tr><th colspan="2">INSURER(S) AFFORDING COVERAGE</th><th>NAIC #</th></tr></thead><tbody><tr><td>INSURER A:</td><td>Hartford Fire Insurance Company</td><td>19682</td></tr><tr><td>INSURER B:</td><td>Travelers Property Casualty Co of America</td><td>25674</td></tr><tr><td>INSURER C:</td><td>Great American Insurance Company</td><td>16691</td></tr><tr><td>INSURER D:</td><td></td><td></td></tr><tr><td>INSURER E:</td><td></td><td></td></tr><tr><td>INSURER F:</td><td></td><td></td></tr></tbody></table>	INSURER(S) AFFORDING COVERAGE		NAIC #	INSURER A:	Hartford Fire Insurance Company	19682	INSURER B:	Travelers Property Casualty Co of America	25674	INSURER C:	Great American Insurance Company	16691	INSURER D:			INSURER E:			INSURER F:		
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INSURER F:																						

**COVERAGES** **CERTIFICATE NUMBER:** 11668307 **REVISION NUMBER:** See below

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> SIR Premises - \$50,000 <input checked="" type="checkbox"/> SIR Products - \$250,000 GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:		72ECS OF6588	04/01/2017	04/01/2018	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY		TC2JCAP4243B61817 Liability Deductible \$50,000	04/01/2017	04/01/2018	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$		TUU048096304	04/01/2017	04/01/2018	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	TC2JUB4243B59917 TRKUB4243B60617	04/01/2017 04/01/2017	04/01/2018 04/01/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Evidence of Insurance

## CERTIFICATE HOLDER

## CANCELLATION

Virco Mfg. Corporation  
2027 Harpers Way  
Torrance, CA 90501

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

The ACORD name and logo are registered marks of ACORD © 1988-2015 ACORD CORPORATION. All rights reserved.

ACORD 25 (2016/03)

(This certificate replaces certificate 11597291 issued on 3/27/2017)

**RESOLUTION OF THE BOARD OF DIRECTORS OF  
VIRCO, INC.**

I, Robert E. Dose, Secretary of Virco Inc., do hereby certify that the following is a true and exact copy of a resolution adopted at the regular meeting of the Board of Directors held on Tuesday, February 20, 2018.

WHEREAS, it is deemed to be in the best interests of the Company to authorize certain management personnel to execute bids, bid bonds, performance bonds and contracts on behalf of the Company;

NOW, THEREFORE, BE IT RESOLVED, that  
Robert A. Virtue, CEO  
Douglas A. Virtue, President  
Patricia L. Quinones, Senior Vice President & Chief Administrative Officer  
James Johnson, Senior Vice President & Chief Marketing Officer  
Scotty Bell, Senior Vice President & Chief Operating Officer  
Brian True, Vice President of Sales, National Sales Group  
Paul Gall, Vice President of Logistics  
Melissa K. French, Vice President of Marketing Services  
Andrea Simms, Customer Service Manager  
Beverly Belote, Customer Service Manager  
Robert E. Dose, Senior Vice President Finance & Chief Financial Officer  
Bassey Yau, Vice President Corporate Controller

are each hereby authorized to sign on behalf of the Company, bids, bid bonds, performance bonds, and contracts between schools, government agencies or other customers and the Company calling for the sales and servicing of furniture made by the Company in the ordinary and usual business of the Company carried on with schools, school boards, school districts, government agencies and other customers, and this Resolution supersedes and cancels all previous Resolutions authorizing other employees to act on behalf of the Company. The authority granted by this Resolution terminates on January 31, 2019.



\_\_\_\_\_  
Robert E. Dose  
Secretary

Date: 3/22/18

(Corporate Seal)



**SAN BERNARDINO COUNTY SUPT OF SCHOOLS  
BID 17/18-0955  
FURNITURE**

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
VIRCO	\$0 to \$1,000	61.4%	57.5%	53.4%
	\$1,001 to \$4,000	62.4%	58.6%	54.9%
	\$4,001 to \$15,000	66.5%	63.1%	59.8%
	\$15,001 to \$40,000	69.1%	67.6%	64.5%
	\$40,001 to \$100,000	70.1%	68.6%	65.5%
	\$100,001 to \$250,000	71.7%	70.2%	67.5%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS  
 BID 17/18-0955  
 FURNITURE**

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
BESTRITE	\$0 to \$1,000	23.0%	7.6%	-15.5%
	\$1,001 to \$4,000	23.0%	15.3%	3.8%
	\$4,001 to \$15,000	27.0%	23.4%	12.4%
	\$15,001 to \$40,000	27.0%	23.4%	12.4%
	\$40,001 to \$100,000	32.0%	28.6%	18.4%
	\$100,001 to \$250,000	32.0%	30.0%	21.8%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
BRETTFORD	\$0 to \$1,000	2.0%	-17.6%	-47.0%
	\$1,001 to \$4,000	2.0%	-7.8%	-22.5%
	\$4,001 to \$15,000	13.0%	8.7%	-4.4%
	\$15,001 to \$40,000	17.0%	12.9%	0.0%
	\$40,001 to \$100,000	22.0%	18.1%	6.4%
	\$100,001 to \$250,000	26.0%	23.8%	14.9%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS  
BID 17/18-0955  
FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
BRODART	\$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	46.0%	43.3%	35.2%
	\$15,001 to \$40,000	46.0%	43.3%	35.2%
	\$40,001 to \$100,000	50.0%	47.5%	40.0%
	\$100,001 to \$250,000	50.0%	48.5%	42.5%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**

<b>Percentage Discount for Manufacturer's Price List by Dollar Volume</b>				
<b>Manufacturer's Name</b>	<b>Dollar Volume</b>	<b>Delivered Tailgate</b>	<b>Inside Delivery</b>	<b>Delivered &amp; Installed</b>
<b>DIVERSIFIED</b>	\$0 to \$1,000	37.0%	24.4%	5.5%
	\$1,001 to \$4,000	37.0%	30.7%	21.3%
	\$4,001 to \$15,000	41.0%	38.1%	29.2%
	\$15,001 to \$40,000	41.0%	38.1%	29.2%
	\$40,001 to \$100,000	45.0%	42.3%	34.0%
	\$100,001 to \$250,000	45.0%	43.4%	36.8%
	\$250,001 and up negotiated			



**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
ERG	\$0 to \$1,000	12.0%	12.0%	-32.0%
	\$1,001 to \$4,000	12.0%	3.2%	-10.0%
	\$4,001 to \$15,000	17.0%	12.9%	0.0%
	\$15,001 to \$40,000	21.0%	17.1%	5.2%
	\$40,001 to \$100,000	31.0%	27.6%	17.2%
	\$100,001 to \$250,000	34.0%	32.0%	24.1%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
GHENT	\$0 to \$1,000	22.0%	6.4%	-17.0%
	\$1,001 to \$4,000	22.0%	14.2%	2.5%
	\$4,001 to \$15,000	26.0%	22.3%	11.2%
	\$15,001 to \$40,000	26.0%	22.3%	11.2%
	\$40,001 to \$100,000	31.0%	27.6%	17.2%
	\$100,001 to \$250,000	31.0%	28.9%	20.7%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
GREENE MFG	\$0 to \$1,000	-56.0%	-87.0%	-234.0%
	\$1,001 to \$4,000	-56.0%	-71.6%	-95.0%
	\$4,001 to \$15,000	-47.0%	-54.4%	-76.4%
	\$15,001 to \$40,000	-47.0%	-54.4%	-76.4%
	\$40,001 to \$100,000	-38.0%	-44.9%	-65.6%
	\$100,001 to \$250,000	-38.0%	-42.2%	-58.7%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
HIGHPOINT	\$0 to \$1,000	44.0%	32.8%	16.0%
	\$1,001 to \$4,000	44.0%	38.4%	30.0%
	\$4,001 to \$15,000	48.0%	45.4%	37.6%
	\$15,001 to \$40,000	48.0%	45.4%	37.6%
	\$40,001 to \$100,000	52.0%	49.6%	42.4%
	\$100,001 to \$250,000	52.0%	50.6%	44.8%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
INTERIOR CONCEPTS	\$0 to \$1,000	38.0%	25.6%	7.0%
	\$1,001 to \$4,000	38.0%	31.8%	22.5%
	\$4,001 to \$15,000	42.0%	39.1%	30.4%
	\$15,001 to \$40,000	42.0%	39.1%	30.4%
	\$40,001 to \$100,000	49.0%	46.5%	38.8%
	\$100,001 to \$250,000	51.0%	49.5%	43.7%
	\$250,001 and up negotiated			



**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
LYON	\$0 to \$1,000	28.0%	13.6%	-8.0%
	\$1,001 to \$4,000	28.0%	20.8%	10.0%
	\$4,001 to \$15,000	32.0%	28.6%	18.4%
	\$15,001 to \$40,000	32.0%	28.6%	18.4%
	\$40,001 to \$100,000	36.0%	32.8%	23.2%
	\$100,001 to \$250,000	36.0%	34.1%	26.4%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
PLYMOLD	\$0 to \$1,000	22.0%	6.4%	-17.0%
	\$1,001 to \$4,000	22.0%	14.2%	2.5%
	\$4,001 to \$15,000	26.0%	22.3%	11.2%
	\$15,001 to \$40,000	26.0%	22.3%	11.2%
	\$40,001 to \$100,000	31.0%	27.6%	17.2%
	\$100,001 to \$250,000	31.0%	28.9%	20.7%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
REPUBLIC	\$0 to \$1,000	16.0%	-1.0%	-26.0%
	\$1,001 to \$4,000	16.0%	7.6%	-5.0%
	\$4,001 to \$15,000	21.0%	17.1%	5.2%
	\$15,001 to \$40,000	21.0%	17.1%	5.2%
	\$40,001 to \$100,000	26.0%	22.3%	11.2%
	\$100,001 to \$250,000	26.0%	23.8%	14.9%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
RFM	\$0 to \$1,000	35.0%	22.0%	0.0%
	\$1,001 to \$4,000	35.0%	28.5%	18.8%
	\$4,001 to \$15,000	39.0%	36.0%	26.8%
	\$15,001 to \$40,000	39.0%	36.0%	26.8%
	\$40,001 to \$100,000	43.0%	40.2%	31.6%
	\$100,001 to \$250,000	43.0%	41.3%	34.5%
	\$250,001 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
RIGHT ANGLE	\$0 to \$1,000	28.0%	17.3%	-3.0%
	\$1,001 to \$4,000	28.0%	20.8%	10.0%
	\$4,001 to \$15,000	32.0%	28.6%	18.4%
	\$15,001 to \$40,000	32.0%	28.5%	18.4%
	\$40,001 to \$100,000	37.0%	33.9%	24.4%
	\$100,001 to \$250,000	37.0%	35.1%	27.6%
	\$250,001 and up negotiated			



**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**

Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
RUSSWOOD	\$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 and up negotiated			

**SAN BERNARDINO COUNTY SUPT OF SCHOOLS**  
**BID 17/18-0955**  
**FURNITURE**



Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
ULTRA PLAY	\$0 to \$1,000	-21.0%	-45.2%	-81.5%
	\$1,001 to \$4,000	-21.0%	-33.1%	-51.3%
	\$4,001 to \$15,000	-13.0%	-18.7%	-35.6%
	\$15,001 to \$40,000	-13.0%	-18.7%	-35.6%
	\$40,001 to \$100,000	-5.0%	-10.3%	-26.0%
	\$100,001 to \$250,000	-5.0%	-8.2%	-20.8%
	\$250,001 and up negotiated			

**SIGNATURE PAGE/BID FORM**

(Please type or print)

The undersigned having carefully examined the Notice Calling for Bids, the Specifications, and all contract documents for the proposed furniture: new or refurbished, systems, stand-alone and classroom furniture bid the following:

**ADDENDA:** The undersigned has thoroughly examined any and all Addenda issued during the bid period and is thoroughly familiar with all contents thereof and acknowledges receipt of the following Addenda: (Bidder to list all addenda).

Addendum No. <u>1</u>	Date Received <u>3/20/2018</u>	Addendum No. <u>    </u>	Date Received <u>    </u>
Addendum No. <u>2</u>	Date Received <u>3/21/2018</u>	Addendum No. <u>    </u>	Date Received <u>    </u>

**BID AMOUNT:** Please provide percentage discount and name of manufacturer:

<u>65</u>	% off	<u>Workrite Ergonomics</u>	manufacturer's list price	Workstation Furniture and Ergonomic and Workcenter Accessories
<u>55</u>	% off	<u>Line of Sight</u>	manufacturer's list price	
<u>    </u>	% off	<u>    </u>	manufacturer's list price	
<u>    </u>	% off	<u>    </u>	manufacturer's list price	
<u>    </u>	% off	<u>    </u>	manufacturer's list price	
<u>    </u>	% off	<u>    </u>	manufacturer's list price	
<u>no greater than \$100 per man hour</u>			<u>labor and installation</u>	- quote available upon request
<u>FOB Destination</u>			<u>shipping costs</u>	

**IF BIDDER CARRIES MORE LINES, PLEASE INDICATE MANUFACTURER NAME AND PERCENTAGE OFF THEIR PRODUCT AND ATTACH TO BID FORM.**

**COMPANY INFORMATION**

Company Name: Workrite Ergonomics LLC

Authorized Representative: Donna Bobalek  
(Please type or print)

Company Address: 2277 Pine View Way, Suite 100  
Petaluma, CA 94954

Telephone Number: (800) 959-9675 Fax Number (800) 930-8989

E-mail Address: dbobalek@workriteergo.com

Authorized Representative's Signature: 