(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:

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(Didder to list all addered	۵).			_
Addendum No/_	Date Received 3-14-18	Addendum No	Date Received	
Addendum No. 2	Date Received 3 - 2/-18	Addendum No	Date Received	
PID AMOUNT: Places	provide percentage discount	and name of manufactur	rer	
40_%	OFFCANAM ERGONOM	manufacturer's list price	1	
	off			
	off			
	off			
-	off			
%	off			
		labor and installation		
		shipping costs		
COMPANY INFORMAT Company Name: A A Authorized Representation	ive: <u>Rob A7</u>	TENSON ype or print)	BLAUMONT CA	92223
E-mail Address:	b 4 с 9 п 9 т - е	rgonomics.	799-5462 com	1
Authorized Representat	ive's Signature:	OT) (Maria		

(Please type or print)

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Addendum No/_	Date Received 3/14	Addendum No	Date Received
Addendum No. 2	Date Received 3/2/	Addendum No	Date Received

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

56,2	_% off <i>HA</i>	SKELL	manufacturer's list price
3/1 10/02/2	_% 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
		11/0	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 Name: CONCRPTS SCHOOL AND OFFICE FULUISISING
Authorized Representative: Patrick B FLOOD (Please type or print)
Company Address: 27480 COLT COURT
TEMECULA CA 92590
Telephone Number: (951) 296 - 559/ Fax Number (951) 296 - 5594
E-mail Address: PFLOOD @ CONCEPTS - FURNISHINGS, COM
Authorized Representative's Signature:

(Please type or print)

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Addendum No	Date Received 3/14	Addendum No	Date Received
Addendum No. 2	Date Received 3/2/	Addendum No	Date Received

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

53	_ % off NATIONAL PUBLIC	manufacturer's list price
44	% off OKLAHOMA So	
****	% 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 /F REQUIRED

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

Company Name: CONCEPTS SCHOOL AND OFFICE FUENISHINGS
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) 296-5599
E-mail Address: PFLOGO @ PONCEPTS - FUNNISHINGS . COM
Authorized Representative's Signature:

COMPANY INFORMATION

Authorized Representative's Signature:

SIGNATURE PAGE/BID FORM

(Please type or print)

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Addendum No/_	Date Received 3/14	Addendum No	Date Received
Addendum No. 2	Date Received 3/2/	Addendum No	Date Received

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 Name: Concepts Allehool And Office Furnishmos

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

Company Address: 27480 COLT COURT

TEMECULA CA 92570

Telephone Number: (95) 296-5594

E-mail Address: PFLOOD @ ODNERTS - FURNISHINGS, COM

(Please type or print)

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Addendum No	Date Received 3/14/20/8	Addendum No	Date Received
Addendum No. 2	Date Received 3/21/0018	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
86000 HR	labor and installation IF RESUIRED
ND	shipping costs

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

Company Name: CONCEDTS SCHOOL AND OFFICE FULLUS/HINGS	
Authorized Representative: PATRICE B FLOGD (Please type or print)	
Company Address: 27480 COLT COURT	
TEMBEULA CA 92590	
Telephone Number: (951) 296-559/ Fax Number (255) 296-5594	
E-mail Address: PROSD @ CONCRES - FUNISHINGS . COM	
Authorized Representative's Signature:	

(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:

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	ceived
Addendum No. 2 Date Received 3/31/498 Addendum No Date Rec	ceived

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

34	% off FAUSTINUS	manufacturer's list pricemanufacturer's list price
50	% off FAUSTINOS	manufacturer's list price TRELES AND CHAIRS
	_% off	_manufacturer's list price
	_% off	_manufacturer's list price
	_% off	_manufacturer's list price
	No	_ labor and installation
	Nb	_ shipping costs

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

Company Name: Concepts School AND Office Furnishings Authorized Representative: PATRICK B. FLOOD (Please type or print) Company Address: 27480 COLT CORT TEMELULA CA 92590 Telephone Number: (951) 296-5591 Fax Number (951) 296-5594 E-mail Address: PRIOD & CONCEPTS - FURNISHINGS ...COM Authorized Representative's Signature: PRIOR COMPANISHINGS ...COM

(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:

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Addendum No/_	Date Received 3/14	Addendum No	Date Received
Addendum No. 2	Date Received 3/2/	Addendum No	Date Received

<u>BID AMOUNT:</u> Please provide percentage discount and name of manufacturer:

51 % off GLOBAL	_manufacturer's list price
% off	_manufacturer's list price
3 MEN @ 89000 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 Name: CONCEPTS SCHOOL AND OFFICE FURNISHINGS
Authorized Representative: PATRICE B. FLOOD (Please type or print)
Company Address: 27480 COLT COURT
TEMBLULA 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	Date Received 3/14	Addendum No	Date Received
Addendum No. 2	Date Received 3/21	Addendum No	Date Received

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

39	11.33	AMTAB	manufacturer's list price	MOBILE TABLES
	% off	AMTAB	_manufacturer's list price	3 17623
	% 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	

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

Company Name: CONCEPTS SCITCOL AND OFFICE FURNISHINGS
Authorized Representative: PATRICK B FLOOD (Please type or print)
Company Address: 27/80 COLT COURT
TEMECULA (A 92590
Telephone Number: (951) 296-5591 Fax Number (951) 296-5599
E-mail Address: PFLOOD & CONCEPTS - FURNISHINGS, COM
Authorized Representative's Signature:

(Please type or print)

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Addendum No/_	Date Received 3/14	Addendum No	Date Received
Addendum No. 🚣	Date Received 3/2/	Addendum No	Date Received

BID AMOUNT: Please provide percentage discount and name of manufacturer: % off UNITEO DESK manufacturer's list price % off______manufacturer's list price _____manufacturer's list price __% off___ _____manufacturer's list price % off ____manufacturer's list price % off % off manufacturer's list price NU ___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: CONCEPTS SCHOOL AND OFFICE FURNKLINGS Authorized Representative:

| RATRICK | B | FLO |
| (Please type or print)

Company Address: 27480 COLT COURT Telephone Number: (951) 296 -5591 Fax Number (951) 296 5 Authorized Representative's Signature:

(Please type or print)

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Addendum No/_	Date Received 3/14	Addendum No	Date Received
Addendum No. 2	Date Received 3/2/	Addendum No	Date Received

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

54.6	% off ARTCO	s BRIC		ALPHA BET
54.6	_% off_/100TC	BELL	manufacturer's list price	UNIT
	_% off		_manufacturer's list price	
	_% off		_manufacturer's list price	
	_% off		manufacturer's list price	
	-	10	labor and installation	
		VO	_ shipping costs	

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

Company Name: CONCEPTS SCHOOL AND OFFICE FURNISHINGS
Authorized Representative: FATRICK B. ROSD (Please type or print)
Company Address: 27480 COCT COURT
TEMECULA CA 92590
Telephone Number: (951) 296 5591 Fax Number (951) 296 5599
E-mail Address: Pricos @ CONCEPTS - FURNISHINGS. OOM
Authorized Representative's Signature:

(Please type or print)

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Addendum N	o. <u> </u>	Date Received 3	114	Addendum No	Date Received
Addendum N	s. <u>2</u>	Date Received _3/	121	Addendum No	Date Received

BID AMOUNT: Please provide percentage discount and name of manufacturer: % off ECR 4 KIDS manufacturer's list price % off______manufacturer's list price manufacturer's list price % off _____manufacturer's list price % off ____manufacturer's list price % off manufacturer's list price LO Spinning costs 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 Telephone Number: (95) 296-559/ Fax Number (951) 296-5595 E-mail Address: PFLOOD @ CONEPTS- FURNISHINGS, COM Authorized Representative's Signature

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(
Addendum No	Date Received	Addendum No	Date Received		
Addendum No	Date Received	Addendum No	Date Received		
	provide percentage discour				
	off				
		labor and installation			
		shipping costs			
COMPANY INFORMAT Company Name: CUL					
	ve: HEATHER BUSH	ЕМ			
	(Please	e type or print)			
Company Address:	520 E. RINCON #10	02			
CORONA, CA 92879					
Telephone Number: 94	9 597-0123	Fax Number (949)	855-9577		
E-mail Address:HE	ATHERB@CULVER-NEW	TLIN. COM			
Authorized Representative's Signature:					

Culver-Newlin CSLB #968540 C61-D34



THE BELOW DISCOUNT REPRESENTS % SAVINGS OFF OF MANUFACTURE LIST PRICE

9 to 5	50%	FOMCORE	40%	MOORECO	30%
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%	HUMANSCALE	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%	SCHOLARCRAFT	42%
CHROMCRAFT	40%	KI	40%	SHAIN	52%
CLARIN	25%	KIMBALL	25%	SICO	15%
COMMUNITY	49.50%	KORDEN	37%	SISNEROS	52%
COPERNICUS	20%	LA STEELCRAFT	LIST	SMITH SYSTEMS	25%
DIVERSIFIED WOODCRAFTS	35%	LAZYBOY CONTRACT	45%	SPACESTOR	15%
ECD	52%	LESRO	35%	THONET	30%
ENCORE	40%	LUXOR	15%	UNITED CHAIR	40%
FALCON	30%	MARVEL	40%	VANERUM STELTER	25%
FAUSTINOS	53%	MAYLINE	40%	VS	1.50%
FIREKING	35%	MAVERICK	50%	WEBCOAT	1.50%
FLEETWOOD	25%	MITY-LITE	20%	WORKRITE	30%

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

(Please type or print)

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Addendum No	Date Received 3-14-19	Addendum No	Date Received
Addendum No. 2	Date Received 3-71-19	Addendum No	Date Received
BID AMOUNT: Please	provide percentage discount	and name of manufactur	er: See Attacked
%	off	manufacturer's list price	List
	off	·	
	off	·	
· · · · · · · · · · · · · · · · · · ·	off	•	
	off		
%	At the second second	manufacturer's list price	
		labor and installation	
		shipping costs	a.La. a.L
IF BIDDER CARRIES M	Requirement ORE LINES, PLEASE INDICAND ATTACH TO BID FOR	CATE MANUFACTURE	R NAME AND PERCENTAGE
COMPANY INFORMAT	<u>ION</u>		
Company Name: H	amel School	Outfitters	
	ve: Darin	Shoemaker	
Company Address:	26431 Jet	rerson Sui	te A
	Murrieta 1		
Telephone Number: 95	600-2783	Fax Number (95/)_	600-3951
E-mail Address:	shoemaker @	hame (inc. co	m
Authorized Representati	ve's Signature:	all	

MANUFACTURER/CATALOG	DISCOUNT OFF LIST PRICE	- HAMEL
IF.		
ABC SCHOOL EQUIPMENT	28.0%	School Outfitters, Inc.
AIS	58.2%	Bid#17/18-0955
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%	12
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		
IRONWOOD	38.0% 22.0%	
JASPER LIBRARY GROUP		
JAXX	40.5%	
JONTICRAFT	37.5%	
	17.2%	<u>_</u>
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%	
(CALIFORNIA)	52.6%	33

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%	i
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%	

(Please type or print)

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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 manufactur	rer:	
%	off SEE	_manufacturer's list price		
	off ATTACHED			
	off UST			
	off			
	off	-		
%	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 & ERSONOMIC SOUTIONS, INC.				
· ·	ve: BOB BRAD		•	
Authorized Representati		ype or print)		
Company Address:	8480 UTICA A			
	RANCHO CUCAN	10NGA, CA 9	91730	
90 Telephone Number: (909)	9 730.5217	Fax Number (909)	527.4647	
E-mail Address:bd	ob@oesoffice	furniture. co	om	
Authorized Representati	ve's Signature:	X Opmile	ey	

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

MARCH 21, 2018

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

Authorized Representative's Signature:

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:

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(Bidder to list all addenda	а).		
Addendum No. 1	Date Received 3/14/2018	Addendum No.	Date Received
Addendum No. 2	Date Received 3/21/2018	Addendum No	Date Received
	provide percentage discount	and name of manufacture	
%	Off www. school and Ethers. com	_manufacturer's list price	Affiched 723
%	Off ward school and likers com	manufacturer's list price	AHacked 723
%	off		al Deviation
%	off	manufacturer's list price	7 7000
%	off	manufacturer's list price	
%	off	manufacturer's list price	with a minimum trip charge
	f 40 - 40	labor and installation	with a minimum trip charge
	Varics	shipping costs	## # 200.00
OFF THEIR PRODUCT COMPANY INFORMAT	AND ATTACH TO BID FOR	RM.	R NAME AND PERCENTAGE
Company Name:	School Out Sit	eus	
	3736 Regent Av		
_ C.	rannati , OH 452	12	
	00) 260 -2776		
E-mail Address:(utracts @ school ou	t fithers.com	

(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:

<u>ADDENDA:</u> 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. 1	Date Received 03-19-2018	Addendum No	Date Received
Addendum No. 2	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		Compatico	manufacturer's list price		
50	% off_	GrandStands	_manufacturer's list price		
50		HON	manufacturer's list price		
 50	 % off_	HumanScale	manufacturer's list price		
	_		_manufacturer's list price		
		\$20 EO/hour per installer*	Jahor and installation *Att:	achment 2 Clarification	2

\$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 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				
	adelab@sourceoneop.com				
	Alla E				
Authorized Represe	entative'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



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 Attachedment Three (3).

SourceOne OP Inc.
CA SB 41557

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,

Adela Brown

Public Sector Specialist, Inland Empire

SourceOne OP, Inc. (909) 831-0483 Cell

adelab@sourceoneop.com

Phone: 800-677-3031 Fax: 562-634-1279 www.sourceoneop.com

Furniture | Flooring | Technology

Designed for



Point of Contact

Ricky Wolter Sales Executive

E: rawlungsawyrawnwuron.com
P: 858.382.6825

Santa Fe Springs 9200 Serroum Avenue

S27 West 71b Street, Suite 1204

Newport Beach 1375 Derv Sirris, Suite 300

France
677 West Palendon Drive, Suite 101

Bakers Beld 7415 Many Avano

Riverside 1650 Sprace Street, Suite 302

tangraminteriors.com

tangram

Furniture | Flooring | Technology

The graw fulcriers collaborates with clients to create and manage impacful interior environments that enhance our dient's brand and culture through the capert integration of rechnology, furniture, flooring, and facility service solutions.



Hely A Great Goy, 124 Sunse

From Our CEO

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

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

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



Joe Lozowski PRESIDENT & CEO



New Batting Number 3 ...

Our Leadership

President & CEO Joe Latowski

Chief Operating Officer
Jack Hooven

Chief Financial Officer N.ct. Greento, mba

Chief Marketing Officer Paul Randall Smith, inba

Vice Prusident, Sales David Norgan

Vice President, Business Development Machel Zalinger

Vice President, Creative & Administrative Services
Denyse Sharp

Vice President, Information Technology Dave Gove

Sales Directors Sheds O'Flynn, Dek Marening, Nick Metan, Kallie Reed, Amber Jones, Lindsey Sage

Creative Director, Studie Charlotte Weiderhok

General Manager, Flooring Dave Teper

Director, Human Relations Paul Bawol

Director, Operations Kathy MacIntosh Director, Controllor Cristina Lau

Director, Project Management Luis Carmona



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SAM BERNARDING COUNTY SUPERINTENDENT OF SCHOOLS

FURNITURE: SYSTEMS AND STAND ALONE BID NO. 17/18-0955

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:

<u>ADDENDA</u> 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).

Date Received	Addendum No	Date Received	Addendum No.
Date Received	AddendumNo	Date Received	Addendum No

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

l	I	% off	% off	% off	56 % off	22.5 % off	50 % off
					HON	ĸ	Steelcase
shipping costs	labor and installation	manufacturer's list price					

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

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leriors.com	Edenhone Number (562) 365-5000 Fax Number (562) 777-9742	(Please type or print) Company Address: 9200 Sorensen Ave, Santa Fe Springs, CA 90670	Authorized Representative. Ricky Wolter	Company Name Tangram Interiors	
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SAN BERNARDING COUNTY SUPERINTENDENT OF SCHOOLS

FURNITURE: SYSTEMS AND STAND ALONE BID NO 17/18-0955

NON-COLLUSION DECLARATION (To Be Submitted with Bid)

The undersigned declares

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Sales Executive of	
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langram	
Dir.	
Interiors	
the	
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making	
the	
the party making the foregoing t	
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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 thereor, to any corporation, partnership, correpany, 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 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 retrain 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. All for such purpose

Any person executing this declaration on behalf of a bidder that is a corporation, partnership, joint venture, limited liability company, kinded 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:

		ζ	Monday
	(state)	(date)	at 03/26/18
× PT			Santa Fe Springs

San Bernardina County Superintendent of Schools vo

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SAN BERNARDING COUNTY SUPERINTENDENT OF SCHOOLS

FURNITURE SYSTEMS AND STAND ALONE BID NO 17/18-0955

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

- **a** By being insured against liability to pay compensation in one or more insurers duly authorized to write compensation insurance in the State
- Ξ 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.

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 am aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured

	By Ricky Wolter	Date 03 / 26 / 18
Signature	21	Vendor

(In accordance with Article 5 (commencing at Section 1800), 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.)

SAN BERNARDING COUNTY SUPERINTENDENT OF SCHOOLS

FURNITURE: SYSTEMS AND STAND ALONE BIDNO: 17/18-0955

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

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 granter may be subject to debarment from future contracting, if the contracting agency determines that specified 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 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:

- 8 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;
- establishing a drug-free awareness program to inform employees about all of the following

S

- the dangers of drug abuse in the workplace.
- ے وہ وہ ہے the penalties that may be imposed upon employees for drug abuse violations. the person's or organization's policy of maintaining a drug-free workplace; the availability of drug counseling, rehabilitation and employee-assistance programs,
- Ç 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. l 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 if further understand that, should I violate the terms of the Drug-Free Workplace Act of 1990, I may be subject to detarment in accordance with the requirements of Section 8350 et. seq.

| 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 1890.

Ricky Wolter Bidder	Date	03 / 26 / 18
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20 Tangram Intersers

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We Make Allter Wardspacer

Tangram Intro to

Engram was founded in 1963. Today, we are the leading interiors solutions provider in Los Angeles with offices in Orange County, Downsown LA, Frenco and Bahersfield.

furnituse offering: flooting, fabrication, custom furnitute, move management and communications technology. Over the years we have nursured a collaborative and people focused, culture because we believe people fuel innoration. That culture has led to the organic growth of five business units which complement out core

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

Thinking and Work. **About Our**

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

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

fiscally responsible.

scenes so the end testilt is not only enjoyable but clients manage resources and processes behind the customer's perspective to design for their brand service solutions. In this process, we adapt the of technology, furnituse, floor coverings, and brand and culture through the expert integration interior environments that enhance the client's clients as a creative partner to create and manage esperience as a whole. We collaborate with every rough point and designing the intangible true service excellence to the customer

and culture. And equally important, we help out

About Our People

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

That's why out approach is two fold, both crafting

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

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What Maier Ut Tick

Vision & Philosophy

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

- and the ability to execute our chemin vision. Being the "Top of Mind" resource for the knowledge we provide
- education, influencer communities and commercial markets. Maintaining our position as the market leader in the healthcare.
- Delivering operational excellence while remaining clattic and effective to 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.

results. Out train is dedicated to developing unique solutions that deliver

- We believe space is one of the means of Jehning a company i
- behaviors (collaboration, communication socializing) Furniture plays a role in sessing the stage to encourage desired
- concepts that unlock the potential of organizations and their We parmer with our clients and partners to develop furniture



Understand

Visualize

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



Fulfill

}:@ }:**@**

Co-design/Collaborate

architects, works side by side with you, interior designers, architects and project managers, to develop schematics and Our design ream, together with manufacturers designers and

manager handle all the details. From ensuring manufacturing Our ream of logistics expens, installers and your project (natallation milestones, our team will ensure that your space completion, confirming delivery to site, and monitoring Delivering your project on-schedule is our top priority.

is ready when you need it.





May We Work Great Tegenber

Top Ten

Reasons

Pur design philosophy places the user first. Abzad of all other

2. PLATINUM STEELCASE PARTNER

Steekase bolds the largest

1. USER-CENTERED DESIGN

matten most: a better day cost criteria is that which aesthesic, material, and

> the highest marks for and consistently receives and most comprehensive global product portfolio.

3. PROVEN TEAM + TRACK RECORD

their project opportunities is formidable. Your team should continue to expect the highest levels of applied expertise to result customes accounts and country; out record of dealer parinerships in the preiminem manufacturet

systems, and overall quality from industry excellence in scating.

publications.

4. TURNKEY LUFECYCLE SERVICES

Tangsam and Steek-ase represent one of the curem requirement, and re-protest and maintain its investments long-term. as in house reupholitery and refinishing (Tangram OnSite) gives you true one stop service for its offering, which includes custom furniture (Tangram Studio) at well Tangram's service

5. COMPLEXITY MANAGED

kare Tangram's base of operations to deliver off 1,600 furniture orders to our clients throughout Southern California. infrastructure is your 250 employees, 40+ stucks through the work of our advantage Consider that Our investment in

experience throughour your project.

to provide a turnkey

These same unparalleled resources will be leveraged

6. ENVIRONMENTAL STEWARDS

in our own containers post installation, and and wrapping materials are removed and recycled by Tangram's near seroreduction, and materials application are followed Cradle product, watte erapping supersedes as possible, blanker in as many instances All cardboard, plastic, waste installation strategy. areas of Cradle-toaccomplishments in the Sterkases noted

typical budgeting turnaround time by more than 50% from previous Using our proprietary configuration software, CET, Tangtam and Steekase can reduce specification programs CAD based furniture We believe roday's client values "relocity"

7. HIGH-TECH EXPERIENCE

B. RESEARCH + DEVELOPMENT

of the knowledge gained from years of observation. Design company. Our solutions are an expression Steekase is a Research and surreying, and cesting. First and foremost.

9. FINANCIAL STABILITY

statements illustrate our stability and strength. We are your parener for the long serm. years in the industry, Tangram and Strekase possess over 50+ and 100+ respectively. Our financial

10. BEST LEADTIMES IN INDUSTRY

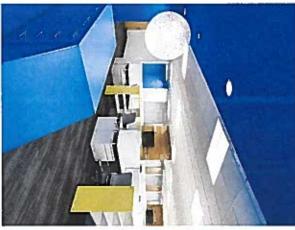
internationally for lean manufacturing. Strekase constinues to set the bar for leadstress in the industry. Standard products are available Recognized workstation/office

13 weeks are available in as little as within 4-6 weeks, and our transland quickskip items

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Capabilities





Counted Fundamy

Tangram Interiors

www.tangraminteriors.com

As a Stockase flag ship dealer, we offer the strongest portfolio of architecture,

furniture, and exchnology products in the industry, and compliment Seetlesse engineers, work side by side wish you, interior designers, architects and project deliver results. Our design team, together with manufacturers designers and lifecycle of needs. Our tram is dedicated to developing unique solutions that by providing a remarkable customes experience throughout our customer's caralog with 250+ leading manufacturers. We crease carraordinary value managers, to develop schematics and concepts

Tangram Technology

www.tangraminteriors.com/technology

Our Langiam Technology team understands how technology can fostet communication, support mobility, enhance collaboration and drive better business treate. On this taypouch creates a unified comparison that incorporates the Lorest audioritud technology with acoustics, lighting and speech privacy. Whether you need a HD weleptener boardroom, surround tound theaste, centerprite wide titeraming or master control of your technology. and building systems, we can help:

ACT AN ING

Capabilities





Commercial Fooring . Light Construction

Tangram Flooring

www.tangraminteriors.com/flooring

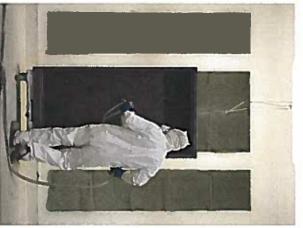
"angiam provides a wealth of consultation services for any flooting project, arom an individual autenment to ongoing facility callaborations, to ensure that the flooting that comes in your door sergens, to your beech. Working a syout agent, we negotiate with dealers to get our clients the products that best meet their meets and price points. Having Tangiam onboard when the gutterwish and the stress off our dients' shoulders. I from the ordering to the delivery to the completed installation of floot coverings and flooting systems.

Commercial More Services

Tangram Move

www.tangraminterions.com/move

Moring from one because to another can be very strayful with the interruption of work that packing and moring enalth. However, with a Targtam project managet conist covertees the planning and implementation of your more, you can rest attend that your more will be easier than ever before. Whether it a more to a nother portion of your facility or a large scale relocation. Targtam provides experienced and comprehensive Move Management Services.





Remarafacturing . Refurnishing

Tangram OnSite

www.tangraminterion.com/onsite

Refinish - Whether it's a wood, Inninate or metal finish, Onsise's team of trfinishing expetts can make yout old funnture look brand new or even give it a completely different feel.

Roupholitee - Anyone can go out and buy a new clair, but it takes a very takened team of furniture whitperers to bring a run-down piece of furniture into the 21st century. From stripping to re-stuffing to refultishing. On site does it all and your office furniture will tutts into modern delights.

Tangram Studio

www.tangramstudio.com

What reparates 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 takened team of individuals working under the umbrells of an organization that is capable of debreting projects that range from small to giganize.

San Bernardino County Superintendent of Schools 21 ٦

Who Would Win In A Fight?

Tangram Team



RICKY WOLTER

E: rwolker@tangraminteriors.com
Pr. 858.382.6825

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



AMBER JONES DIRECTOR OF EDUCATION

E: ajona@tangnaminteriors.com
P: 661.446.2850

Amber serves as the preimary point of constact and project coordinator for all clients alike. Her note is to align the ream members and services at Tangram to march the customer's business objectives.

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

Experience Amber Joined Tangaran in 2014 haw worked for a Stredease dealership from 2007 until 2014, she has extensive knowledge abour Stredease's retearch and the products that were created from that research. Her attention to detail, products knowledge, and communication skills are exemplary and ensure projects are completed on time and most importantly exceeding customer expectations.

Amber's primary responsibly is to create and marage successful and ongoing relationships with clients and strategic partnerships in the A-D, project partnerships in the documental real estate reasonabusis.





TRACI BRIGGS CUSTOMER SERVICE

E ibrigs@languminteriors.com
P: 949.955.6764

Teach has 15 years of experience in the furniture industry as a customer service representative. She is responsible for quoring, order placement, status updates and above all, meeting the customer's meetl. Thaci words with project managers meetls thaci words with project managers meetls thaci words with project managers or schedule delivery and installation of projects in addition to coordinating any service neetls.

LAURA NIX DESIGNER

E bic@tengraminterior.com
P: 949.955.6792

Lours has 15 years of commercial furniture industry experience and holds a Bachebar of Science degree in linerior 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 scape. Laura's responsibilities include space planting, value engineering, specification of products, 3D drawings and invalidation drawings; all using the latest state of the art software for plant and photo realistic rembetings.

ED GUTIERREZ PROJECT MANAGER

E quiterret@tanguminteriors.com
P- 562-365.5254

Ed is the Project Manager for Tangram.
Ed will he responsible for the orweal installation of the project and will coordinate with the installation team as it relate to project schedules, labor requirements and product shipments. Ed interfaces with other studes and helps to ensure that job-site conditions are ready for teceipy of product. He will also camplete 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 stargets for completion. He will work closely with the lead installation to design the installation to ensure that we are meeting scheduled stargets for completion. He will work closely with the lead installation of the status of the installation of the status of the installation.

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Our

Process

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



User Experience

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



Collaborative Situations

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



Concept Review

The concept terriew 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 teps are included as well



Product Seminars

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



Privacy Preferences

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



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

"The secret to getting ahead is getting started."

-Mark Twain

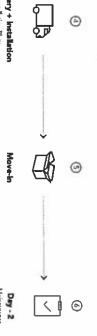


Needs Analysis
Consulution/Work Setting Analysis Ancillary Selection/Pricing Leadtime + Schedule Budget Pricing

> Typical development Value engineering Floor plan

Sita Coordination

Contraction Documents Review Field Verification/Measurements Coordination with Contractors Weekly Status Report/Updates Powrer/Data Coordination Furniture Tracking



Delivery + Installation

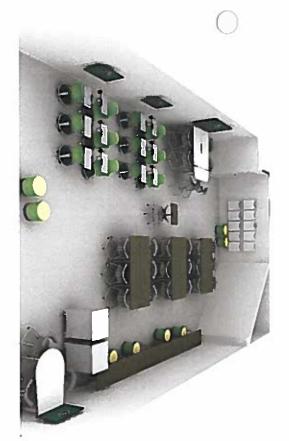
Freduct Installation
Coordination with Tradet On Site Installation Plans Walk-Through

Ergonomic Adjustments Storage • Warehousing End User Requests

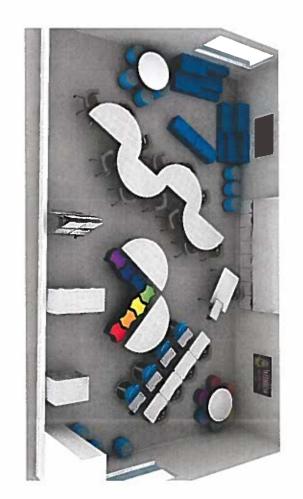
Warranty Services Reconfiguration
Densification

24 Tangram Interiors San Bernardino County Superintendent of Schools 35

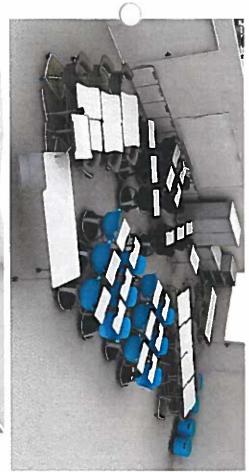
Lakeside High School Lake Elsinore Unified School Dist.

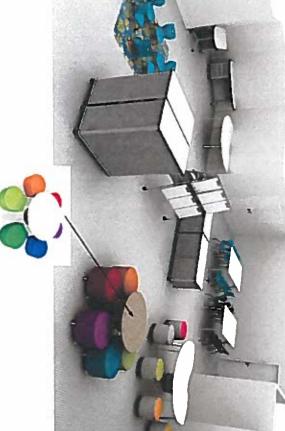


LEUSD - Withrow Elementary 2nd Grade

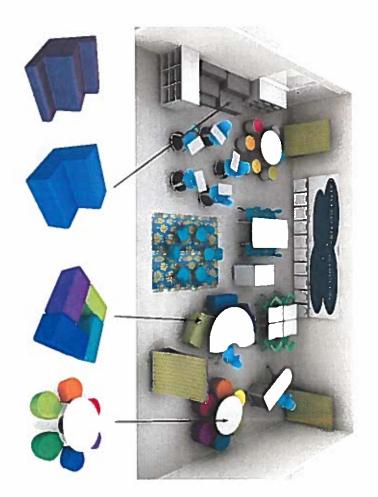


William Collier Elementary Lake Elsinore Unified School Dist.





Ronald Reagan Elementary Lake Elsinore Unified School Dist.



NJPA Contract # 03/715-571 PR

PROBLETS AND PRICING - Amendment # 3

FOR DELIVERIES IN THE CATERIALIST

CDA #: 15:01487

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 maintain discounts on the iterat itsed 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 (85%) of list price shall be assested 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 excred 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.

\$3.00% or more"	USD 150,001 list and above
\$3.00%	USD 50,001 - 150,000 Hzt
51.00%	USD 1 - \$0,000 list
	Cobl, 121
45.00% or more*	USD 150,001 list and above
45.00%	USD 50,001 - 150,000 lat
43,00%	USD 1 - 50,000 list
	Brody Lounge Senting
50.00% or more*	USD 150,001 list and above
\$0.00%	USD 50,001 - 150,000 list
49.00%	USD I - 50,000 list
	- Series 9, Series Benches
	Series 5, Adjustable Tables - Series 7, Adjustable Tables
	Light, Adjustable Tables - Series 3, Adjustable Tables -
	Shelf Light, Underline Task Light, Reed LED Shelf
	Bettomline Task Light, LED Personal Task Light, LED
62.00% or more*	USD 150,001 list and above
62.00%	USD 50,001 - 150,000 list
60.00%	USD 1 = 50,000 list
	Avenir, Series 9000
62 00% or more*	USD 150,001 list and above
62 00%	150,000 Int
61.000%	USD 1 - 50,000 last
	Ite/Ote Bins/Shelves, Universal Tables
	Pedestals, Universal System Worksurface, Universal
	Answer, Answer Freestanding Desking, Universal
Drop Ship	155
Discounts off List	Price List Order Size

PRODUCTS AND PRICING (Continued)

FIGE LIM *Order Size Chart Cylliad SLATES Chart Spring Chart Chart Cylliad Chart Cha
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46.50% or more	USD 150,001 list and above
46.50%	USD 1 - 150,000 list
	RoomWizard 2.0
\$0.00% or more*	USD 150,001 list and above
\$0,00%	USD 50,001 - 150,001 list
48.00%	USD 1 - 50,000 list
	Premium Whiteboards
53.50% or more*	USD 150,001 list and above
\$3.50%	USD 50,001 - 150,001 hat
\$1.50%	USD 1 - 50,000 list
	Node
44.00% or more*	USD 150,001 list and above
14.00%	USD 50,001 - 150,001 list
43.00%	USD 1 = 50,000 list
	media:scape, media:scape Lounge, Migration
\$2.00% or more"	USD 150,001 list and above
\$2.00%	USD 50,001 - 150,001 list
50.00%	USD 1 - 50,000 list
	Leap Worklounge and Leap Ottoman
54.00% or more*	USD 150,001 list and above
\$4.00%	USD 50,001 - 150,000 list
33.00%	USD 1 = 50,000 list
	Qivi, Think - Task
	Leap, Reply, Cachet Seating, Move, Amia, Gerture,
62.00% or more*	USD 150,001 list and above
62.00%	USD 50,001 - 150,000 list
\$9.00%	USD 1 - 50,000 list
	Kick, Kick Freetanding Casegoods, TS Worksurfaces
57.00% or more*	USD 150,001 list and above
57.00	USD 50,001 - 150,000 list
54.00%	USD 1 = 50,000 list
	Groupwork, TS Mobile Pedestals, TS Tower Too
46.00° a or more*	USD 150,001 list and above
46.00%	USD 1 = 150,000 fist
	Eno Accessories, Eno Whiteboards
48 DOT or more	USD 150,001 list and above
48.00%	USD 50,001 - 150,000 list
46.00%	USD 1 - 50,000 list
	cucape, Frameone, Divisio Screens
62.00% or more*	USD 150,001 list and above
62 00%	USD 50,001 - 150,000 list
61.00%	USD 1 - 50,000 list
	Criterion
Drop Ship	
Discounts off List	Price List Order Size

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Decaunts off List	Price Live Order Size
SELECT SEALS	TORDITIVE BUT STORY

Standard Lighting, Utility Lighting USD 1 - 50,000 iss USD 50,001 - 15,000 iss USD 50,001 - 15,000 iss USD 150,001 iss and above TS Underworksurface Laterals, TS Fixed Pedestals,	\$7,00% \$9.00% \$9.00% or more*
TS Linderworksurface Laterals, TS Fixed Fedestals, TS Blas & Shelves, 200 Series Blas, Duo Storage for Answer, Universal System Worksurface-Wood, Montage	
USD 1 - 50,000 list	\$8.00%
USD 50,001 - 150,000 list	60.00%
USD 150,001 list and above	60.00% or more*
Verb	
USD 1 - 50,000 isi	52.00%
USD 50,001 - 150,000 list	\$5.00%
USD 150,001 list and above	55.00% or more*
Ology	
USD 1 = 50,000 list	47,00%
USD 50,001 - 150,000 1ist	48.00%
USD 150,001 list and above	48.00% of more*
Adjustable Tables - Airtouch	
USD 1 - 50,000 list	\$7.00%
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 &	
Of Pro	
USD 1 = 50,000 list	49.00%
USD 50,001 - 150,000 jut	\$1,00%
USD 150,001 list and above	\$1.00% 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.LA.	
USD 1 - 50,000 list	44.00%
USD 50,001 - 150,000 list	\$1,00%
USD 150,001 list and above	51.00% or more*
Balance of Steelease Steel Products including 200	
Series Laterals and Post & Beam System (other than Exercisions below)	
USD 1 - 50,000 list	\$7.00%
USD 50,001 - 150,000 list	\$9.00%
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PRODUCTS AND PRICING (Continued)

FOR DELIVERES IN THE CYPE STATES

Price List / Order Size

Distributed In the Drawn Ship

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USD 150,001 list and above	USD 50,001 - 150,000 list	USD 1 - 50,000 list	Balance of Steekase Health Products including Curn Senting, Levia, Pocket, Tava, Malibu Tables, Malibu Senting, Steite Tables, Empath Reciliert Seating, Miseral Recilier Seating, Stamber Day Bed, Chart Box, Almley, Exchange Tables, Davenport, Folia, Mobile Overbed Tables, Opin, Fark, Regard, Senza, Sonata, Sync, Waldorf (other than Exceptions below)	USD 150,001 list and above	USD 50,001 - 150,000 list	USD 1 - 50,000 list	Balance of Worktools Products s (other than Exceptions	USD 150,001 list and above	USD 50,001 - 150,000 list	USD 1 - 50,000 list	below)	Collection Hosp Lounge Seating Jother than Exceptions	USD 150,001 list and above	USD 1 - 150,000 list	Carl Hansen Seating / Tables	USD 150,001 list and above	USD 50,001 - 150,000 list	USD 1 - 50,000 list	Turnstone Products (other than Exceptions below)	USD 150,001 list and above	USD 50,001 - 150,000 list	USD 1 = 50,000 list	Balance of Strelcase Wood Products Including Siento Seating (other than Exceptions below)	USD 150,001 list and above	USD 50,001 - 150,000 list	USD 1 - 50,000 list	Flextrame	USD 150,001 list and above	USD 50,001 - 150,000 list	USD 1 = \$0,000 list	Elective Elements	USD 150,001 list and above	USD 50,001 = 150,000 list	USD 1 = 50,000 list	Currency, Payback, Sawyer
47.00% or more*	47,00%	45,00%		50.00% of more*	30.00%	49.00%		50.00% or more*	50.00%	48.00%			43.80% of more	45.50%	a de contre	57.00% or more*	57.00%	54 00%		\$1.00% of more*	51.00%	50 00%		52 00% or more*	\$2.00%	\$0.00%		\$5.00% or more*	55.00%	52.00%		57,00% or more *	57.00%	54.00%	

San Bernardine Caunty Superintendent of Schools 33

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PRODUCTS AND PRICING (Continued)

TOR DELIVERIES IN THE UNITED STATES Price List Order Size Discounts off List Drop Ship CDV 8: 12/01482

Service Parts for all of the above All Order sizes

"Nutually 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 caregory.

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schedule abore. If required, mutually agreed upon discounts for the aforesaid Products will be negotisted between Member, Dealer and Steekease. The following Products listed under the ENCEPTIONS category below were not considered within the discount

- Swelcase Steel Price Lists: New Products, I Line, Technology Upgrades
- Steelcase Wood Price Lists: New Products
- Turnstone Price Lists: New Products
- Coalesse Price Lists: Arzu,
- Steelcase Health Price Lists: New Products Worktools Price Lists: New Products

OTHER

Product and Pricing Terms

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.

List Price dollar volume categories may be automatically adjusted at the time of an announced price adjustment

purpose of defining Order Size.

Only Orders from Steelcase Steel, Steelcase Wood, and Steelcase Worktools Price Lists may be combined for the

Terms and conditions for the delivery and installation of architectural products will be negotiated on a project by

DEFINITIONS:

NJPA - As used herein, all references to NJPA shall mean and include NJPA, organized pursuant to M.S. 123A.21,18 successors, permitted assigns, subsidiaries, affiliates and any of its present and future subsidiaries or organizations controlled by, controlling or under common control with it.

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

Contract Price - Recommended pricing discount established through the contract award

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

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

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Tangram Interiors

purchased from and through one of Steelcase, Inc.'s Dealers consistent with the terms of this Agreement. All products purchased pursuant to this Agreement by Members shall be 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 NIPA Members

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

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

Designated Location - The physical delivery location as specified by Member

Brop Ship - Pricing for Products includes delivery from the applicable Seciouse 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 uncrated, 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:

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

specifying whether the Product is to be delivered directly from the applicable Steelesse 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.) Customer's Designated Location - The physical delivery location as specified on Customer's purchase order,

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

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

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

San Bernardina County Superintendent of Schools 35 ٦

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Today day Assess as		Special TRS Supply Flag and Strategy [10] Supply Flags (Supply Flags and Strategy [40] Flags (Supply Flags and Strategy [40] Flags (Supply Flags and Strategy [41] Flags (Supply Flags and Strategy [42] Flags (Supply Flags and Strategy [43] Flags (Supply Flags and Strategy [44] Flags (Supply Flags and Strategy [45] Flags (Supply Flags and Strategy [46] Flags (Supply Flags and Strategy [46] Flags (Supply Flags and Strategy [47] Flags (Supply Flags and Strategy [48] Flags (Feeting Days 65 Feeting Days 65 Feeting Accessment Feeting Accessment Feeting Accessment Feeting Accessment Feeting Accessment Feeting	Gassy's James James Lincape Lincape		Compared to Cade Locate And Cade Locat	Proposition (Ambard (A
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Better Together

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Visit hon.com/nationalips to view the National IPA Catalog. Here ear outlees, insumment, in abbigaters to participate to register as to mixed with analism players visit hall small security.

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4	\$250,000 and above	Flegger Start	ENGPORTED BY	Professional and	the high day		Pre-Pro-Crist





We Take Care of Butters

Care & Maintenance



When you call Tangsam with a product support need, which canges from warranty/ service repairs, touch up, wood repairs, chaning lock repair and relaying or relocation services, you get real solutions, quickly.



Missing Key Storage

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

Damaged Wood Veneer Worksurface

Tangtam OnSute can perform south-up or tefinishing of victually any wood or wood wneet product, and can also re-laminate woodsurfaces soo

Well Worn, Damaged Panel or Upholistery Fabrics

Tangsam OnNite chaning can expetily clean and renew all manner of extiles, from leather to suede to fabric and beyond.



User Comfort Adjustments

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



General Service Calls

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



Warranty Replacements

all products under warranty. Of course, billable repain outside of the warranty cycle will receive the tame attention, and out staff wels the most cost—efficient warrantes for all products we sell, and has a delicated staff to pursue replacement parts and schedule follow-up labor for Tangram honors the manufacturers

method to keep your product in service

rangtaminterions.com

Tangam Interiors

Furniture | Flooring | Technology

San Bernardino
COUNTY
Superintendent of
SChools Designed for

Point of Contact

Ricky Wolter Sales Executive

E: maltin@tangnamistrikin.com
P: 858.3826825

Santa Fe Springs 9200 Serrara Arraw

DTLA 527 West 7th Street Suite 1204

Newport Beach 1375 Dere Sirret, Suite 300

Franco 677 West Palmidon Draw, Suite 101

Bakers field 7415 Money Acress

Riverside 1650 Sprace Screet, Swite 302

rangraminteriors.com

tangram

Furniture | Flooring | Technology

Tagram Interior collaborates with dients to create and manage impactful interior environments that enhance our dient's brand and culture through the capert integration of technology, furniture, flooring, and facility service solutions.



From Our CEO

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

of your brand, it's a sool that can be used to increase What does is when I can walk into a cliena's finished we do, but chalking up the entire process to "selling to describe what Tangram does, a large percentage This industry fits me, but it's extremely complex and most people really don't understand it. When asked furnicure; we create environments that enable your rock; that's what I love. Your office is an extension space and see that their culture, their brand, and their noductivity, employee engagement and ultimately, alue are now fully integrated with the way that they elling chairs imit really what gets out blood flowing. ustice. I think most of my staff would agree that office furniture" certainly does not do Tangram rould say "sell office furniture" and sure, of course, out bottom line. Tangtam doesn't just sell office

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



Joe Lozowski PRESIDENT & CEO

Now Batting, Number !

Our Leadership

President & CEO Joe Lazowski

Chief Operating Officer Juck Hooven

Chief Financial Officer Nick Greenka, mba

Chief Marketing Office Paul Randall Smith, mbs

Vice President, Sales David Morgan

Vice President, Business Development Mitchel Zeänger

Vice President, Creative & Administrative Services
Denyse Sharp

Vice President, Information Technology Dave Gove

Salas Directors Shella O'Flynn, Dark Mannang, Nick Meter, Kelke Reed, Amber Jones, Lundsey Sage

Creative Director, Studie Charlotte Weiderhok

General Manager, Flooring David Teper

Director, Human Relations Paul Bawol

Director, Controller Cristina Lau

Director, Operations Kathy Macintosh

Director, Project Management Luis Carmona



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Care & Maintenance

SAN BERNARDINO COUNTY SUPERINTENDENT OF SCHOOLS

FURNITURE; SYSTEMS AND STAND ALONE BID NO, 17/18-0955

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 test 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.

manufacturer's list price	manufacturer's list price	manufacturer's list price	manufacturer's list price	manufacturer's list price	manufacturer's list price	labor and installation	shipping costs
Stedcase	KI	HON					
% of	22.5 % off	56 % 0ff	% off	% off	% off		

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

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Company Name Tangram Interiors
Authora ed Reviesentative Ricky Wolter
(Please type or print)
Company Address 9200 Sornuen Ave, Santa Fe Springs, CA 90670
Telephone Number (562) 365-5000 Fax Number (562) 777-9742
E-mail Address: rwolkr@dangraminteriors.com
Authorized Representative's Signature:

SAN BERNARDINO COUNTY SUPERINTENDENT OF SCHOOLS

FURNITURE: SYSTEMS AND STAND ALONE BID NO. 17/18-0955

NON-COLLUSION DECLARATION (To Be Submitted with Bid)

The undersigned declares:

am the Saks 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, patnership, company, association, organization or corporation. The Bid is genuine and not collusive or sham. The bidder has not directly or indirectly indired or solicited any other bidder to put in a false or sham bid. The bidder has not directly or indirectly indired or solicited, connived or agreed with any bidder or anyone ebse 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 its 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 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 wall not pay, any person or entity for such purpose.

Any person executing this beclaration 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.

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:

	9
a Fe Springs	
Santa (crty)	
03 / 26 / 18 (te) (e)	
at 03/ (date)	
Monday	

San Bernardine County Superintendent of Schools 9

SAN BERNARDING COUNTY SUPERINTENDENT OF SCHOOLS

FURNITURE: SYSTEMS AND STAND ALONE BID NO. 17/18-0955

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 SVEW

- By being insured against liability to pay compensation in one or more insurers duly authorized to <u>a</u>
- write compensation insurance in the State.

 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. 3

lam 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

Date: 03 / 16 / 18 Ricky Wolter Ä (In accordance with Article 5 (commencing at Section 1880), 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.)

SAN BERNARDING COUNTY SUPERINTENDENT OF SCHOOLS

FURNITURE: SYSTEMS AND STAND ALONE BID NO. 17/18-0955

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 dequerements mandated by Government Code Section 8350 et eeq., 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 STatae agency must certify that it will provide a chug-firee 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 lemination of the contract or grant awarded by a State agency 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 cetify that it will provide a drug-free wortplace by doing all of the following:

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.

a

establishing a drug-free awareness program to inform employees about all of the following

3

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

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 , the undersigned, agree to fulfill the terms and requirements of Government Code Section 8355 fisted 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 awardade herein is subject to termination, supension 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 deharment in accordance with the requirements of Section 8350 et. seq.

I adnowledge 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.

Tangram Intervent 97

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7 San Bernardina County Superinteredent of Schools

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We Make Aller Wordspacer

Intro to

Tangram

Langram was founded in 1963. Today, we are the leading interiors solutions provides in Los Angeles with othics in Ottage County, Downtown LA, Fremo and Bakersheld. Over the years we have mattured a collaborative and people-focused, culture because we believe people fuel Innovation. That culture has led to the organic growth of fire business units which complement our core furniture offering: flooring, fabrication, custom furniture, move management and communications technology

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

Thinking and Work. **About Our**

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

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

icenes so the end result is not only enjoyable but

fiscally responsible.

and culture. And equally important, we belp our clients manage resources and processes behind the

About Our People

six offices with our headquarters being located There are 300 s people at Tangram spread across in Sana Fe Springs, just outside of Downsown

> That's why our approach is two-fold, both crafting every touch point and derigning the intangible experience as a whole. We collaborate with

true service excellence to the customer.

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

brand and culture through the expert integration of technology, furniture, floor coverings, and customer's perspective to design for their brand

clients as a creative partner to create and manage interior environments that enhance the client's service solutions. In this process, we adapt the

k

Philosophy Vision &

experience throughout out customer's life-cycle at needs. The pursuit We create extraordinary value by providing a temarkable sustomer of our rision is reinforced by our four corporate goals:

- Bring 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, influences communities and commercial markets.
- Defirering operational excellence while remaining classic and effective in order to navigate the various business cycles profitably
- Cukusally, all employees feel valued for their contribution to the customer experience and are driven to win stateom.

- We believe space is one of the means of defining a company? culture,
- Fumiture plays a sole in setting the stage to encourage desired



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

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

Our seam is dedicated to developing unique solutions shie deliver results.

- behaviors (cellaboration, communication tocializing)
- concepts that unlock the potential of organizations and their We parener with our clients and pareners to develop furniture



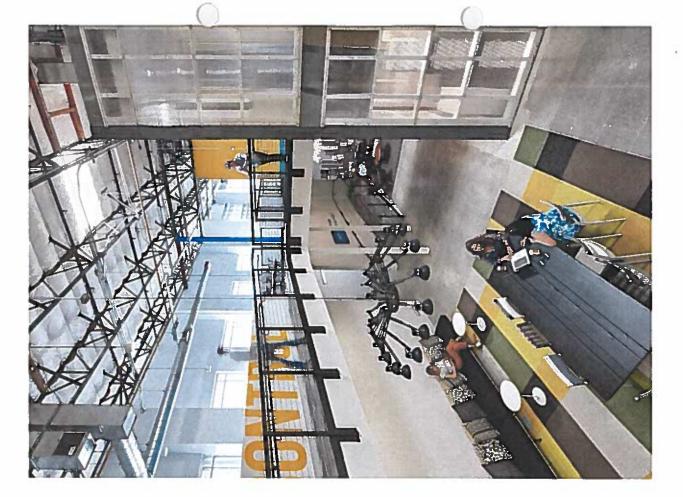
Understand

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





Way We Work Great Togother

Top Ten Reasons

2. Platinum Steelcase Partner 1. USER-CENTERED DESIGN

Steekase holds the targest and consistently receives the highest marks for and most comprehensive global product portfolio. excelence in seating, systems, and overall quality from industry publications. cost criteria in chat which matters mont; a better day at work for our cliene. Our design philosophy places the user first Ahrad of all other sercheric, maerial, and

3. PROVEN TEAM + TRACK RECORD

4. TURNKEY LIFECYCLE SERVICES

as in bouse ecupholitery and refinishing (Tangram OnSite) gives you true querent requirement, and to protect and maintain its investments long-actm. Tangram's service offering, which inchales custom fumiture (Tangram Studio) 40 well one stop service for its Tangram and Steek are repertent one of the preminens manufastures? cheir project opportunities is formidable. Your ceam deales parmentaips in the thould continue to expect the highest levels of applied expertise to result in a successful projecs success with important customer accounts and

S. COMPLEXITY MANAGED

our clients throughous Southern California. These same unpassibled resources will be leveraged 250 employees, 40- trucks infrastructure is your advantage, Consider that 600 fumiture orden to to provide a turnkey expresence throughout your project. through the work of our kaw Tangram's base of operations to deliver off

6. ENVIRONMENTAL STEWARDS

Strekuse's nourd

Our investment in

Cradk product, waste reduction, and materials application are followed by Tangsan's near zero-All cardboard, plassic, and weapping macerials are removed and recycled waste installation strategy accomplishments in the post-installation, and in as many instances as possible, blanker wrapping supersedes traditional packaging in our own containers areas of Cradle to-

7. HIGH-TECH EXPERIENCE

turnaround time by more than 50% from previous CAD-based furnisure Uting our proprietary configuration software, We believe roday's client values "velocity" specification programs CET, Tangsam and Steelcase can reduce typical budgeting

9. FINANCIAL STABILITY 8. RESEARCH + DEVELOPMENT

Tangram and Strekase posts us over 50- and 100-years in the industri-respectively. Our financial statements illustrate our stebility and strength. We are your parent for the long wern. First and foremost.
Steekase is a Research and
Design company Our
solutions are an expression of the knowledge gained from years of observation. turveying, and testing.

products are available within 4: 6 weeks, and oue standard quickship items are available in as little as

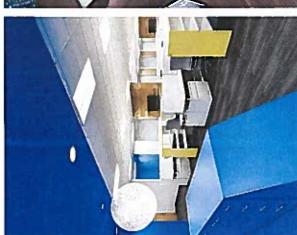
10. BEST LEADTIMES IN INDUSTRY

manufacturing, Steekase continues to est che bas foe kadsimas in the industry, Standard workeration/office Recognised internationally for lean

16 Tangram Interiors



Capabilities





react Fermittere

Tangram Interiors

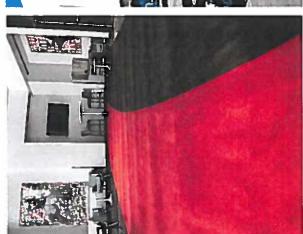
As a Steek sue flagship dealet, we offer the strongest portfolio of architecture, furnisure, and exchaology products in the industry, and compliment Sterkare's catalog with 2500 leading manufacturen. We create extraordinary value by providing a remarkable tutionner experience throughout out customet's lifetyte of needs. Our earn is dedicated to developing unique tolkitions that deliver results. Our design team, together with manufacturers' designers and erugieners, work tide by tide with you, inscrior designers, architects and project managers, to develop schematics and contepts.

AV Integration

Tangram Technology
www.rangraminterions.com/rechnology

Our Tangram Technology team understands how technology can foster communication, support mobility, enhance collaboration and drive better business results. Our holistic appearch creaters a unified ecosystem that incorporates the latest audioristic technology with acoustics, lighting and spretch presset. Whether you need a 11D wignessness boardroom, turnound sound laborate, enterprise wide streaming or master control of your technology and building systems, we can help.

Capabilities



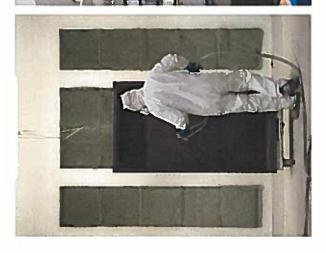


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Tangram Move

www.tangranunterions.com/move

Moving from one location to another can be very tenesiful with the interruption manager ontite to oversee the planning and implementation of your move, you can eest assured that your move will be easier than ever before. Whether is a move to another portion of your facility or a large scale relocation, Tangram of work that packing and moring entails. However, with a Tangtam project provides experienced and comprehensive Move Management Services.



Tangram Studio Custom Familian

www.tangramstudio.com

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

refinishing experts can make your old furniture look brand new or even give it

a completely different feel.

Refinish - Whether it's a wood, laminate or metal fasish, Onitie's ream of

www.tangraminterion.com/onsite

Romanufacturing + Refurnishing Tangram OnSite

taknted team of furnitute whispetets to bring a run-down piece of furnitute Roupholstor - Anyone can go out and buy a new chair, but it takes a very

into the 21st century. From stripping to re-stuffing to refutbishing. Onsite does it all and your office furniture will turn into modern delights.



Tangram Flooring

www.tangrammterion.com/flooring

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 agent, we negotiste with dealers to get our clients the products that best meet and the stress off our clients' shoulders - from the ordering to the delivery to Tangsam provides a wealth of consultation services for any flooring project. their needs and price points. Having Tangram onboard takes the guestwork the completed installation of floor coretings and flooring systems.



We Would Win In A Fight

angram **Feam**



SALES EXECUTIVE RICKY WOLTER

E: rwolter@tangraminteriors.com P: 858.382.6825

of contact and project coordinator to his with clients to assess and establish scope of work for each project, providing quorations and pricing as requested and Feam which includes customer service, completion. Ricky's primary responsibly operations, to ensure a smooth, positive meeting with Architects and Designers is to create and manage successful and ongoing relationships with clients and to provide products and solutions that exceed their project meds. He works clients. His functions include meeting Ricky Woker serves as the nuin point project management, accounting and together with the Tangtram "Project experience and successful project



AMBER JONES

DIRECTOR OF EDUCATION

Е ајопа (Еконувттитоп, гот 0587.955.199

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

work for any Tangram activity, including but not limited to installation, moves, adds, changes and other furniture relates budgeting, and overseeing the scope of Amber is responsible for assessing, Kervices. Experience Amber joined Tangram in 2014 but worked for a Steelcase dealership knowledge about Steelcase's research and research. Her attention to detail, product completed on time and most importantly the products that were created from that from 2007 usuil 2014, she has extensive knowledge, and communication skills are exemplary and ensure projects are exceeding customer expectations.

> strategic partnerships in the A+D, project management, and commercial real estate

Amber's primary responsibly is to create and manage successful and ongoing relationships with clients and strategic management, and commercial real estate parenerships in the A+D, project

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ED GUTIERREZ

PROJECT MANAGER

E. czalientz-Wangraminterion.com Pt. 562:365.5254

E. Inicatangammenton.com P. 949.955.6792

E ibriggi@langraminterion.com **CUSTOMER SERVICE** TRACI BRIGGS

P. 949.955.6764

LAURA NIX DESIGNER

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

> and above all, meeting the customer's needs. Tead works with project managers to schedule delivery and installation of quoring, order placement, status updates furniture industry as a customer service representative. She is responsible for

Teach last 15 years of experience in the

projects in addition to coordinating any

service needs.

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

insrallation.

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That It's Da

Our

Process

Taggam and Steelcase offers a number of Workplace Tools and Resources that we faciliate to identify your workplace needs, whimally informing application thought statters 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 statte they concepts from our discussion, and not only visualize them.



User Experience

The User Experience focuses on the needs and readiness of internal customer sucherics by offeiting a critical user experience before, any anima and after a piles or propeit. Trained furthament lead an initial "convertation" with the customer and a guided "work sertion" plan mucholont of the user experience.



Collaborative Situations

The Collaborative Struttons Workshop is a two-hout interactive workshop for 8-12 end uners as a customer location. This workshop explores a range of collaborative activities had nature the reported paying a page. 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 manages, designed to support different types of collaboration based on the specific needs of the end user group.



Concept Review

The concepterative outlines the workplace insues and pure the uner's mental mass inno a conceptual design solution. Detailed insight driven call out are added to each setting. Produce highlights and nest steps are included as well.

Je Zangnem festerners

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Product Seminars

See kase and Tangsam will conduct sembars to stain emphoress in the propes and safe use of funciouse and support tools, basic ergonomics and propes furnique care and maintenance.



Privacy Preferences

The Pirracy Preferences Workshop is a rwo-hous, interactive workshop facilitated with 6-8 users as a customer location and distipated to understand what privacy means to each individual categories users needs for privacy and how they find privacy today. The workshop results include a range of applications concepts, designed to surport different privacy reechs.



Discovery Exercises

Discovery Exercises offers ways to learn about your brusness and interage priorises by explosing workplace and business structs and specifically how they impact prod. The exercise has 16 structural that are prioritized by the customers audience based on whall most important to them. We will preview the top intext, prioritize and tank these statements and ultimately diret deeper into the thank plant of priorities and tank priorities and tank priorities.

"The secret to getting ahead is getting started."

-Mark Twain



Design Development

Needs Analysis Consulation/Work Serting Analysis

Ancillary Selection/Picing Leadtime + Schedule

Budget Pricing

Site Coordination

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Floor plan Typical development Value engineering

Construction Documents Review Power(Data Coordination Coordination with Constructor Field Verification/Measurement Entrainer Facting Wrelly Starts Report/Updates





Move-In

Delivery + Installation

Coordination with Trades On Site

Walk-Through

Installation Plans Product installation

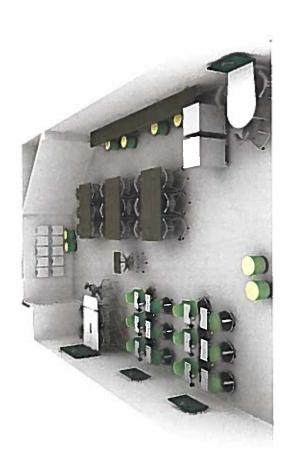
Day - 2 Maintenance

End-User Requests
Engenomic Adjustments
Storage + Warthousing
Reconfiguration
Densitication
Warrany Serieza

San Bernardino County Superintendent of Schools 23

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Lake Elsinore Unified School Dist.

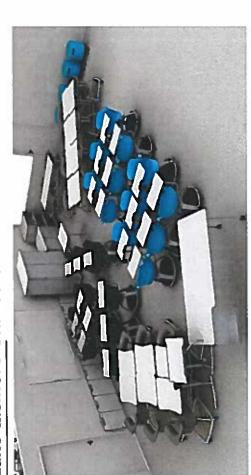


LEUSD - Withrow Elementary 2nd Grade



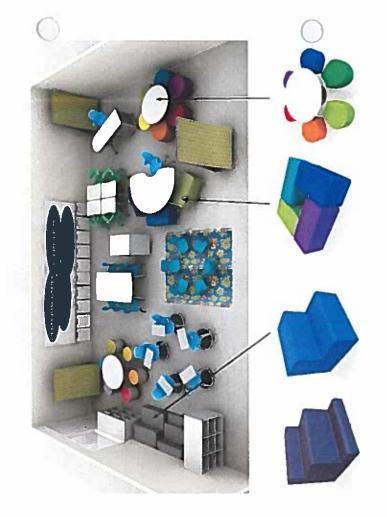
William Collier Elementary

Lake Elsinore Unified School Dist.





Ronald Reagan Elementary Lake Elsinore Unified School Dist.



PRODUCTS AND PRICING - Amendment # 3 NJPA Contract # 031715-541

CDA #1 15,01487 FOR DELIVERIES IN THE UNITED STATES

Member may purchase Products under this Agreement at prices thown 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 writen notification will be given to NHA on any Product list price adjustment. The discounts abovan are based on Drop Salp delivery to the Member's Designated Location. Exceptions include Alaksa and Hawat, where additional freight charges apply and will be quoted upon request Untailation is available from Dealers at no more than seven percent (7%) of first price, subject to the terms and conditions identified below.

Delivenes from Dealer to NIPA shall be DDP, NIPA's Designated Location. Exceptions include Alaska-and Hawaii, where additional freggit thenger apply and will be quoted upon request. For delivenes in Alaska, a service charge equal to five percent [53,9 of list price shall be asserted to NIPA for Orders up to \$200,000 list price. The service charge for Orders above \$200,000 list price.

Alaska Remote Lucation(s) Intelligion & 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 invote, per tiern, location and output ment renal; if arecled, at the time of project quotation. Member would pay actual invoice of these items, upon verification of the fees.

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Price List * Order Size	Discounts off List
Answer, Answer Freestanding Desking, Universal Pedestals, Universal System Worksurface, Universal He/Ote Bina/Shelves, Universal Tables	
USD 1 - 50,000 list	°400 19
USD 50,001 - (50,000 list	62.00*
USD 150,001 list and above	62.00° s or more°
Avenir, Series 9000	
USD 1 - \$0,000 list	**00.09
USD 50,001 - 150,000 list	62.00%
USD 150,001 list and above	62.00% or more"
Battondine 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 5, Adjustable Tables Series 8, 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 Senting	
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*
Cobi, 121	
USD 1 - 50,000 list	51.00%
USD 50.001 - 150,000 fist	53.00%
USD 150 001 list and above	\$3.00°s or more*

30 Tangram Interiors

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PRODUCTS AND PRICING (Continued)

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Price I ist Order Size	Discounts off List
	Drop Ship
Criterion	
USD 1 - 50 000 list	%00.19
USD 50 00f - 150 000 list	62.00%
USD 150,001 list and above	62.00° or more*
ciscape, Frameone, Divisio Screens	
USD 1 - 50 000 list	46.00%
USD 50 001 - 150 000 lat	48.00%
USD 150,001 list and above	48.00% or more*
Eno Accessories, Eno Whiteboards	
USD 1 - 150,000 list	46.00%
USD 150,001 list and above	46.00°s or more*
Groupwork, TS Mobile Pedestals, TS Tower Too	
USD 1 - 50,000 list	\$4.00%
USD 50,001 - 150,000 fist	57.00%
USD 150,001 list and above	57.00% or more*
Kirk, Kirk Freestanding Casegoods, TS Worksurfaces	
USD 1 - 50 000 list	59.00%
USD 50,001 - 150,000 lan	62.00%
USD 150,001 lest and above	62 00°s or more"
Leap, Reply, Cachet Seating, Move, Amia, Gesture,	
Ohri, Think - Task	
USD 1 - 50,000 list	53.00%
USD 50 001 - 150 000 ltst	\$4.00%
USD 150,001 list and above	54.00% or more*
Leap Worklounge and Leap Ottoman	
USD 1 - 50 000 list	\$0.00%
USD 50 001 - 150 001 list	52.00%
USD 150,001 first and above	\$2.00° or more*
media;scape, media; cope Lounge, Meration	
USD 1 - 50,000 list	43.00%
USD 50,001 – 150,001 list	**00 HF
USD 150,001 list and above	44.00% or more*
Node	
USD 1 - 50,000 list	\$1.50%
USD 50 001 - 150 001 list	\$3.50%
USD 150,001 list and above	\$3.50% or more*
Premium Whiteboards	
USD 1 – 50,000 list	48.00%
USD 50 001 - 150 001 list	50.00%
USD 150,001 list and above	\$0.00% or more*
RoomWizard 2.0	
USD 1 - 150,000 list	46.50%
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PRODUCTS AND PRICING (Continued)

FOR DELIVERES IN THE UNITED STATES
Price LAST Order Size

Standard Lighting, Utility Lighting	
USD 1 - 50,000 list	57.00%
USD 50,001 - 150,001 list	59.00%
USD 150,001 list and above	59.00° a or more "
TS Underworksurface Laterals, TS Fixed Pedestals,	
15 hins & Shelver, July Striet Bins, 1980 Storage for Answer, Universal System Worksurface-Wood,	
Montage	
USD 1 - 50,000 list	58.00%
USD 50,001 - 150,000 list	*÷00'09
USD 150,001 list and above	60.00°% or more*
Verb	
USD 1 - 50 000 lat	52.00%
USD 50 001 - 150 000 list	55.00%
USD 150,001 list and above	44,00°% or more®
Ology	
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*
Adjuntable Tables - Airtouch	
USD 1 - 50 000 ist	57.00%
USD 50,001 - 150,000 list	• 00 19
USD 150,001 jet 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 Ploor, Privacy Walls,	
Tro	40 00k
USED 1 SOUND ISK	100.00
100 July 100	FILLIAN ACTUAL TO
USD 150 WILLIAM and above	STANDARD INDIC
USD 1 = 50.000 list	43.00%
USD 50.001 - 150.000 list	44.00%
USD 150,001 list and above	44,00°s or more*
VLA	
USD t = 50,000 list	44.00%
USD 50,001 - 150,000 fist	\$1,000%
USD 150,001 list and above	\$1.00% or more*
Balance of Steelcase Steel Products including 200	
Series Laterals 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	\$9.00 a or more
COL LOCAL LINE AND MOUSE	Account on a poor

PRODUCTS AND PRICING (Continued)

FOR DELIVERIES IN THE UNITED STATES

Price List Order Size

Discounts off Lis

Currency, Payback, Sawyer USD 1-30,000 list USD 30,000 list USD 1-30,000 list USD 1-30,000 list USD 1-30,000 list and above Elective Elements USD 1-30,000 list and above Fletframe USD 130,001 list and above Fletframe USD 130,001 list and above South 1-50,000 list and above USD 130,001 list and above Carl Hanstone Products (toker than Exceptions below) USD 130,001 list and above Carl Hanstone Products (toker than Exceptions below) USD 130,001 list and above Carl Hanstone Products including Lagunitat, Massand Collection, Hoas Lounge Scating (17ables USD 130,001 list and above USD 130,001 list and above Coaleve Products including Lagunitat, Massand Collection, Hoas Lounge Scating (other than Exceptions below) USD 130,001 list and above
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San Bernaedino County Soperturendent of Schools 33 🔻

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PROJECTS AND PRICING (Continued)

(DA #1 15,01487 TORDELIMERIES IN THE UNITED STATES

Droc Ship	35 00%	
Price List Order Size	Service Parts for all of the above All Order sizes	

"Mutually agreed upon discount to be arrived at between Member, Bealer, & Steekrase. 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 Steekase,

EXCEPTIONS

- Steelcase Steel Price Lists: New Products, I Line, Technology Upgrades. Steelcase Wood Price Lists: New Products
- Turnstone Price Lists: New Products
 - Coalesse Price Lists: Arzu,
- Worktools Price Lists: New Products. Steelcase Health Price Lists: New Products.

- Terms and conditions for the delivery and installation of architectural products will be negotiated on a project by
- Only Onlers from Steelcase Steel. Steelcase Wood, and Steelcase Worktools Price Lists may be combined for the
 - List Price dollar volume categories may be automatically adjusted at the time of an announced price adjustment purpose of defining Order Size.
 - Due to such factors as limited sured 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, subsidiance, affiliates and any of its present and future subsidiaties or organizations. controlled by, controlling or under common control with it.

Steekease, Inc. - As used forein, means Steekease, 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.

qualified educational agency public or private, city, county or other governmental agency and all non-profit agencies nationally that have been decrued eligible for participation by the NJPA Board of Directors and which is a member in Member - As used herein, shall be defined in accordance with Minnesota Statute (M.S. 123A.21) and means any 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 IFB, or as otherwise agreed to by the parties. All other terms of the Program will relate to the RFP #031715

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Dealer = means the Steekcase Participating Dealers either individually or collectively who are the authorized distributors of Steekcase, Inc.'s products nationwide who provide Products and nervices 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 REP #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

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

Drup 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 uncreted, 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:

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

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 (Electronale Data Interchange) - A computer to-computer transfer of business documents used for the transmission of purchassing documents such as purchase orders, rood fications, and invoices.

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

Negatiate - 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

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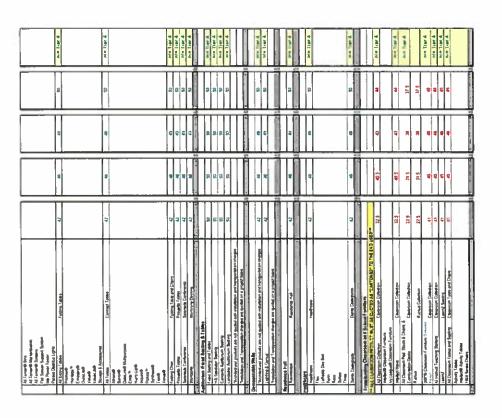
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2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	3 3 3	a b A A a	3 3 3 3 3	3 3 5 5
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40 Tangram Interiors



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Visit her com/nationalipa to view the national IPA Catalog lines are to sees, mustinate, or obtigation to quarte quotino cognitive at on more meanablest, phose cost national productions.

PLEASE CONTACT HON CONTEMNENT CUSTOMER SURPORT WITH ANY QUESTIONS

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Пe	T++ 24.54	Section 2.2 contract	Free School	Special series	RESIDENCE EASONS	Same Britter	Charter
100	1:0 - \$100,000	520w	20 2	×	25 M	57.43	55 m
	\$100,001- \$250,000	25 25	4353	4 %	37 74	4	25. 40.
	\$250,000 and above	Fagonsan	149,27 614.2	Megabased	[mgs004m]	Leagurage of	Plegables.





We Labe Core of Business

Care &

Maintenance



When you call Tragian with a product support need, which anges from warranty service repairs, couch up, wood repairs, cleaning, back repair and releving or relocation services, you get real solutions, quickly



Missing Key Storage

Damaged Wood Veneer Worksurface

Tangam OnSies cleaning can experity clean and ernew all manner of sexules, from leather to suche to fabric and beyond. Well Worn, Damaged Panel or Upholstery Febrics

Tangsam OnSite can perform rough up or refinishing of virtually any wood or wood wence product, and can also re-laminate worksurfaces too.

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



Warranty Replacements

General Service Cells

User Comfort Adjustments Tangram honors the manufacturers wereanter for all products we sell and has a dedicated staff to pursue replacement

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

Tangram driven and foreman are all requipped to perform "Happy Crew" adjustments for user comfort, such

as repositioning worksurface beight. stocage elements, and workstation

billable repairs outside of the warrancy cycle will exertive the same attention, and our staff seeks the most cost-officient method to keep your product in service. parts and schedule follow up labor for all products under warranty. Of course,

tangraminteriors.com

Tangram Interiors

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Furniture | Flooring | Technology

Designed for



Point of Contact

Ricky Walter

E mulungkangramanumen.com
P. 858.382.6825

Santa Fe Springs 9200 Servaen Avnae

SZ7 West 7th Street, Suite 1204

Newport Beach 1375 Deve Sirvet, Suite 300

Franco 677 West Palauden Draw, Swite 101

Bakersfield 7415 Meany Avenue

Riverside 1650 Sprace Street, Suite 302

rangraminierion.com

tangram

Furniture | Flooring | Technology

Tangulus Suteriors collaborates with dients to create and manage impactful interior environments that enhance our dient's brand and culture through the capert integration of technology, furniture, flooting, and facility service solutions.



His A Great Geys 113 Sunts.

From Our CEO

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

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

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



Joe Lozowski
PRESIDENT & CEO



Now Battley, Number J.

Leadership

Pruident & CEO Joe Latowski

Chief Operating Officer Jack Hooven

Chief Financial Officer Nick Greenla, mba

Chief Marketing Officer Paul Randall Smith, mba

Vice President, Saler David Morgan

Vice President, Business Development Mitchel Zehnger

Vice President, Creative & Administrative Services
Denyse Sharp

Vice President, Information Technology Dave Gove

Sales Directors
Shela O'Flynn,
Dirk Manning,
Nick Merer.
Kella Read,
Amber Jones,
Lindsey Saga

Creative Director, Studie Charlotte Werderhok

General Manager, Flooring Dave Teper

Diructor, Human Relations Paul Sawol

Director, Controller Cristma Lau

Director, Operations Kathy Macintosh

Director, Project Management Lus Carmona



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Care & Maintenance

SAN BERNARDING COUNTY SUPERINTENDENT OF SCHOOLS

FURNITURE, SYSTEMS AND STAND ALONE BID NO. 17/10-0855

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:

<u>ADDENDA</u> The undersigned has thoroughly exemined 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)

Date Received	Addendum No.	Date Received	Addendum No:
Date Received	Addendum No.	Date Received	Addendum No.

BID AMOUNT: Please provide percentage discount and name of manufacturer

1	I	% off	% off	% off	56 % off	21.5 % off_	50 % off
					HON	~	Steedcase
shipping costs	labor and installation	manufacturer's list price					

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

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Company Name Tangram Interiors Company Name Ricky Wolter Authorized Representative Ricky Wolter (Please type or print) Company Address 9200 Sorensen Ave, Santa Fe Springs, CA 99670 Telephone Number: (562) 365-5000 Fax Number (562)777-9742
teriors.com
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SAN BERNARDING COUNTY SUPERINTENDENT OF SCHOOLS

FURNITURE: SYSTEMS AND STAND ALONE BIDNO, 17/18-0955

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 callusive or sharm. The bidder has not directly or indirectly induced or solicited any other bidder to put in a false or sharm bid. The bidder has not directly or indirectly colluded, conspired, connived or agreed with any bidder or anyone else to put in a sharm bid, or to refrain from bidding. The bidder has not in any manner, directly, or indirectly, sought by agreement, communication or combinence with anyone to fix the bid price of the bidder or any other bidder or any other bidder or to fix any overhead, prict 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 sharn 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:

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

San Bernardine County Superintendent of Schools 9

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SAY BERNARDING COUNTY SUPERINTENDENT OF SCHOOLS

FURNITURE: SYSTEMS AND STAND ALONE BID NO. 17/18-0955

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.

	By: Ricky Wolter	Date: 03 / 26 / 18
Signature	2	Vendor

(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.)

SAN BERNARDING COUNTY SUPERINTENDENT OF SCHOOLS

FURNITURE: SYSTEMS AND STAND ALONE BIO NO 17/18-0955

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:

- 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.
- establishing a drug-free awareness program to inform employees about all of the following

S

- the dangers of drug abuse in the workplace;
- the person's or organization's policy of maintaining a drug-free workplace; the availability of drug counseling, rehabilitation and employee-assistance programs.
- the penalties that may be imposed upon employees for drug abuse violations
- requising 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 6355 listed above and will publish a statement notifying employees concerning (a) the prohibition of controlled substances at the workplace, (b) establishing a drug-free ewareness program, and (c) requiring that each employee engaged in the performance of the contract be given a copy of the statement required by Section 6355(a) and requiring that the employee agrees to abide by the terms of that statement.

I also understand that if the SUPERINT ENDENT determines that I have either (a) made a false certification herein, or (b) violated this certification by falling 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 detaiment in accordance with the requirements of Section 6350 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 1890

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We Atale Killer Wartipacer

Tangram Intro to

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

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

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

Thinking and Work. About Our

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

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

fiscally responsible

scenes so the end result is not only enjoyable but

clients manage resources and processes behind the and culture. And equally important, we help our customer's perspective to design for their brand of technology, furniture, floor coverings, and brand and culture through the expert in egration interior environments that enhance the client clients as a creative passens to create and manage experience as a whole. We collaborate with every touch point and designing the intangible That's why our approach is two-fold, both crafting true service excellence to the Eustomer

About Our People

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

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

service solutions. In this process, we adapt the

What Makes Us Tick

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, influences communities and commercial markets.
- Delivering operational excellence while remaining clastic and effective in order to narrgate the various business cycles profitably.
- Culturally, all employees feel valued for their contribution to the customer repetience and are driven on win as a seam.

Our team is dedicated to developing unique rolutions that deliver retuits.

- 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 behaviors (collaboration, communication socialisting).
- We partner with our clients and partners to develop furniture concepts that unlock the potential of organizations and their people.



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.



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Visualize

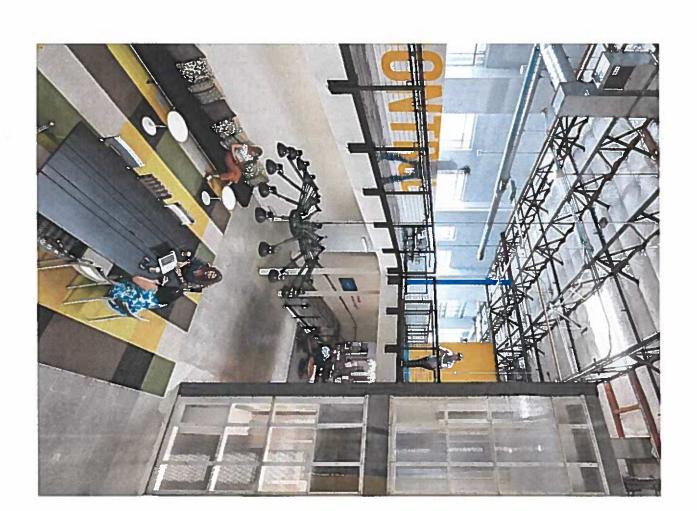
We crease 3D renderings and schematics of ratious design options giving you the ability to envision your space before you place your order.



Fulfill

Delivering your project on-schedule is our top priority.

Our team of logistics experts, installers and you project
manager handle all the details. From ensuring manufacturing
completions, confirming delivery to site, and monitoring
installation milestomes, our team will ensure that you space
is ready when you need is.





Why We Work Great Together

Top Ten

Reasons

DESIGN USER-CENTERED

2 PLATINUM STEELCASE PARTNER

Our design philosophy laces the user first.
Ahead of all other matters mosts a better day at work for our client. con criteria is chat which arsthesic, material, and

3. PROVEN TEAM + TRACK RECORD

applied experies to result in a successful project thould consinue to expect the highest levels of represent one of the their project opportunities is formidable. Your team customer accounts and country; out record of dealer parenerships in the Tangram and Sceekase

the highest maths for excellence in seating, systems, and overall

quality from industry publications

Strekase bolds the largest and most comprehensive global product portfolio.

and consistently receives

TURNKEY LIFECYCLE SERVICES

Tangram's Krrice

curent requirement, and to protect and maintain its investments long with OnSim) gives you true as in house reuphokeery and refinishing (Tangram offering, which includes one stop service for its (Tangram Studio) as well

5. COMPLEXITY MANAGED

infrastructure is your advantage. Consider that through the work of our leave Tangram's base of operations to deliver off our clients throughout 1,600 furniture orders to 250 employees, 40+ crucks Our investment in

Southern California.
These same unpuralleled resources will be leveraged experience throughout your project to provide a turnkey

6. ENVIRONMENTAL STEWARDS

erapping superurdes readitional packaging in as many instances as possible, blanker nour own containers post-insuffacion, and reduction, and materials application are followed and wrapping materials are temoved and recycled All cardboard, planic, water installation strategy by Tangram's near zero-Cradle product, watte array of Cradle toex omplishments in the Steelkase's noted

specification programs.

long-erm

1-3 weeks.

are your partner for the

7. HIGH-TECH EXPERIENCE

sypical budgeting turnaround time by more than 50% from previous CAD-based furniture Using our proprietary configuration software, CET, Tangram and Strekase can reduce We believe today i client values "velocity"

8.
RESEARCH +
DEVELOPMENT

Design company, Our solutions are an expression of the knowledge gained from years of observation, surveying, and sessing Strekase is a Research and First and foremost.

9. FINANCIAL STABILITY

statements illustrate our stability and strength. We respectively. Our financial years in the industry. Tangram and Strekase possess over 50+ and 100+

10. BEST LEADTIMES IN INDUSTRY

continues to set the bar for leadtimes in standard quickship items are available in as little as products are available within 4 6 weeks, and our workstation/office the industry. Standard manufacturing, Steekase internationally for lean Recognized



Capabilities





CONSTACT FURNITHES

Tangram Interiors

www.tangraminterioes.com

deliver retails. Our design team, together with manufacturers designers and by providing a remarkable customer experience throughout our cuttomer's catalog with 250+ leading manufacturers. We create extraordinary value As a Steekase flagship dealer, we offer the strongest positions of architectuse, managem, to develop schematics and concepts. engineem, work side by tide with you, interior designers, architects and project lifecycle of needs. Our warn is dedicated to developing unique solutions that furniture, and exchnology products in the industry, and compliment Steelcase's

Tangram Technology

www.tangramintenon.com/technology

Our Tangram Technology ceam understands how technology can foster and building systems, we can help: sound theatre, enterprise wide ttreaming of matter control of your technology speech privacy. Whether you need a HD whenence boardroom, surmand incorporates the latest audiorsitual technology with acoustics, lighting and business results. Our holistic approach creates a unified ecosystem that communication, support mobility, enhance collaboration and drive better

AT CAPPE

Capabilities





Tangram Flooring Commercial Flooring + Light Construction

www.tangramintenoes.com/flooring

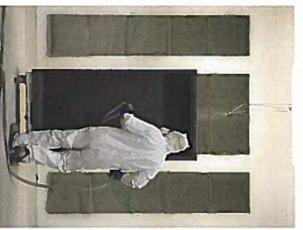
their needs and price points. Having Tangram unboard takes the guesswork the completed installation of floor coverings and flooring systems. and the stress off our clients' shoulders - from the ordering to the delivery to agent, we regotize with dealers to get our clients the products that best sizes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

Commented More Services

Tangram Move

www.tangrammterion.com/move

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





Remanufacturing + Reformating

Tangram OnSite

www.tangraminterions.com/onsite

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

takented team of futniture whitperess to being a run-down piece of futniture into the 21st century. From stripping to re-stuffing to refutbishing. On site does it all and your office furniture will turn into modern delights. Reupholster • Anyone can go out and buy a new chalt, but it cakes a very

Tangram Studio Сицет Рипишит

www.tangramstudio.com

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

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Who Would Win In A Fight?

Tangram Team



RICKY WOLTER

F: RSR.3826825

Richy Woler 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 Designess to provide products and solutions that exceed their project meets. He works together with the Tangeam "Project Team", which includes outstoner service, project management, accounting and operations, to ensure a smooth, positive experience and successful project completion. Richy's primary responsibly is to create and manage successful and ongoing relationships with clients and strategic partnerships in the A+D, project management, and commercial real estate constraints.



AMBER JONES DIRECTOR OF EDUCATION

E ajma@tangrambiteriors.com
P: 661.446.2850

Amber serves as the primary point of constact and project coordinator for all clients alike. He role is to algo the team members and services at Tangarm to march 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.

Espetience Amber joined Tangram in 2015 has worked for a Steedate dealership from 2007 until 2014, ale has caretaive hanwhedge about Steedate'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 responsibly is to create and manage successful and ongoing relationships with clients and strategic partmerships in the A-D, project management, and commercial real estate communicity.



LAURA NIX

E: Inic@congrammteriors.
Pr. 949.955.6792

P. 949.955.6764

Traci has 15 years of experience in the

CUSTOMER SERVICE

TRACI BRIGGS

Laura has 15 years of commercial funniture industry experience and bolds a Bachelor of Science degree in Interior Design. She has concentrated her work on up-front conceptualization and client collaboration to fully optimize real exame and leverage space in roday's changing office scape. Laura's responsibilities include space planning, value regineering, specification of products. 3D drawing and installation drawings; all using the latest state of the art software for plans and phano realistic trenderings.

furnisus 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.



ED GUT ERREZ PROJECT MANAGER

E cyclierra:@tanyuminteriors.com
P: 562-365.5254

Ed is the Project Managet for Tangram. Ed will be responsible for the overall installation of the project and will coordinate with the installation ream as it relates to project schedules, labor requirements and product shipments. Ed interfaces with other trades and helps to ensure that job-tite conditions are teady 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 completions. He will work closely with the lead installation and will have up to date knowledge and information of the status of the installation.

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Our

Process

Tangaran and Steelcase offers a number of Wickpluce Tooks and Resources that we feithate to identify your workplace needs, takinately informing application thought tratter for your space. From facte 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 referency around a new Workplace Settingy.



User Experience

The User Experience focuses on the needs and readiness of internal customes subdineed by offering a safe'ed user experience before, during and after a pillo or project. Takened facilitations lead an initial "conversation" with the customer and a guided "work sention" to plan much points of the user experience.



Collaborative Situations

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



oncept Review

The concept tertere outlines the weekplace instea and possible user's neeths into a conceptual design robusion. Detailed insight driven call-outs are added to each setting. Product highlights and next steps are included as well.



Product Seminars

Shekase and Tangram will conduct seminam to train employees in the proper and safe use of furniture and support tools, basic tryonomics and proper furniture care and maintenance.



Privacy Preferences

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



Discovery Exercises

Discovery Exercises offers ways to learn about your business and tratagic priorisise by exploring workplace and business trends and specifically how they impact you. The exercise has 16 statements that are paissized by the customer audience based on what's most important to them. We will review the copitates, prioritize and rath these statements and ultimately drive despor into the that priorities to align on ment stays.

Densification
Warranty Services

"The secret to getting ahead is getting started."

-Mark Twain



Needs Analysis

Consultation/Work Setting Analysis
Budget Pricing
Ancillary Selection/Pricing
Leadrine + Schedule

Typ

Design Development

Hoorplan

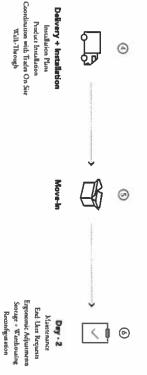
Typical development

Value engineering

Sita Coordination

Contraction Documents Review Power/Data Coordination Coordination with Contractors Field Verification/Metastements Furniture Tracking

Weekly Status Report/Updates

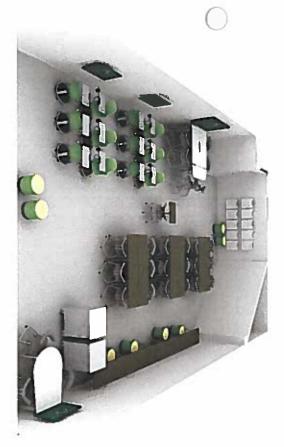


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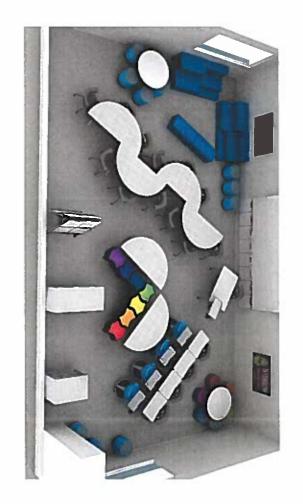
San Bernardine County Superintendent of Schools 25

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Lake Elsinore Unified School Dist.



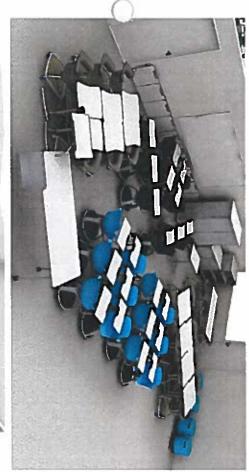
LEUSD - Withrow Elementary 2nd Grade

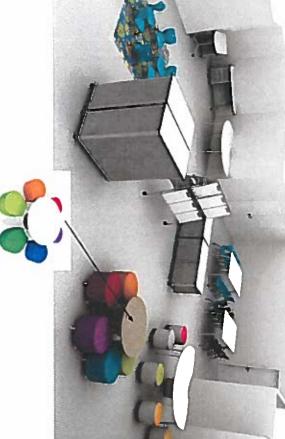


36 Tangram Intersect

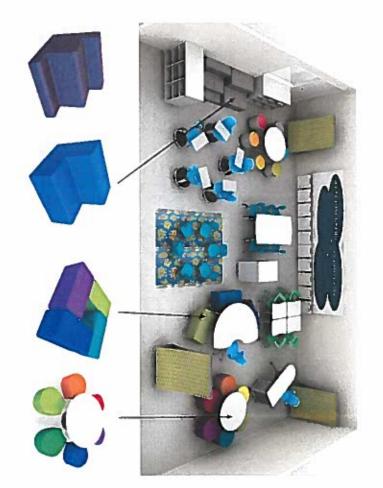
William Collier Elementary

Lake Elsinore Unified School Dist.





Ronald Reagan Elementary Lake Elsinore Unified School Dist.



Steelcase Contact Pricing

NJPA Contract = 031715-STI

PRODUCTS AND PRICING - Amendment #3

FOR DELIVERIES IN THE UNITED STATES

CDA #: 15/01487

Member may purchase Products under this Agreement at prices shown in the applicable Price List in effect at the time the purchase order to placed, less the minimum discounts on the items lined below. A thirty (30) day written notification will be given to NJPA on any Product its price adjustment. The discounts shown are based on Drop Ship delivery to the Member's Desgated 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.

Delivence from Dealer to NJPA shall be DDP, NJPA's Despinated 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 in five percent (3%) of its 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 dem, hopking and equipment renal, if needed, at the time of project quotation. Member would pay actual invoice of these items, upon verification of the fees.

	Drop Ship
Answer, Answer Freestanding Desking, Universal	1 1 Convergent 2 Co.
ic/Ote Bios/Shelves, Universal Tables	
USD 1 - 50,000 list	61.00%
USD 50,001 - 150,000 lpt	62.00%
USD 150,001 list and above	62 00% or more*
Avenir, Series 9000	
151 000.05 - 1 DZU	60.00%
USD 50,001 – 150,000 lst	62.00%
USD 150,001 list and above	62.00% or more*
Bottomline Task Light, LED Personal Task Light, LED Shelf Light, Underline Task Light, Reed LED Shelf Light, Underline Task Light, Reed LED Shelf Light, Adjustable Tables – Series 3, Adjustable Tables – Series 5, Adjustable Tables – Series 9, Series 9, Series Benches	
USD 1 - 50,000 list	49.00%
USD 50,001 - 150,000 hat	20.00%
USD 150 001 list and above	50.00% or more*
Brudy Lounge Seating	
USD 1 - 50,000 list	43.00%
USD 50.001 - 150.000 lut	45.00%
USD 150,001 list and above	45.00% or more*
Cobl (2)	
USD 1 - 50,000 list	51 00%
USD 50.001 - 150.000 list	53,00%
USD 150,001 list and above	\$3.00% or more

PRODUCTS AND PRICING (Continued)

FOR DELIVERIES IN THE UNITED STATES

40.30% of more	USD 150,001 list and above
16 30%	USD 1 - 150,000 list
	RoomWizard 2.0
50.00% or more*	USD 150,001 list and above
50.00%	USD 50,001 - 150,001 list
48.00%	USD 1 - 30,000 list
	Premium Whiteboards
53.50% or more*	USD 150,001 list and above
\$3.50%	USD 50,001 - 150,001 list
\$1.50%	USD 1 50,000 list
	Node
44.00% of more*	USD 150,001 list and above
44.00%	USD 50,001 - 150,001 list
43.00%	USD 1 - 50,000 list
	mediascape, mediascape Lounge, Migration
S2.00% or more*	USD 150,001 list and above
52.00%	USD 50,001 - 150,001 list
50.00%	USD 1 - 50,000 list
	Leap Worklounge and Leap Ottoman
\$4,00% or more*	USD 150,001 list and above
\$4,00%	USD 50,001 - 150,000 list
\$3.00%	USD 1 - 50,000 list
	Qivi, Think - Task
OZ OV SOT DIVIE	Team Benky Cashed Sending Move Amin Carriers
K1 000 m	030 30,000 = 300,000 1134
62.00%	USD 50 001 - 150 000 list
\$9.00%	USD 1 = 50 000 list
	Kick Kick Freetanding Caregoods, TS Worksurfaces
57.00% or more*	USD 150,001 list and above
57.00%	USD 50,001 - 150,000 list
54,00%	USD 1 - 50,000 lint
	Groupwork, TS Mobile Pedestals, TS Tower Too
46.00% or more*	USD 150,001 list and above
46.00%	USD 1 = 150,000 list
	Eno Accessories, Eno Whiteboards
48.00° b or more *	USD 150,001 list and above
48.00%	USD 50,001 - 150,000 lss
46.00%	USD I = 50,000 list
	cucape, Frameone, Divisio Screens
62.00% of more*	USD 150,001 list and above
62.00%	USD 50,001 - 150,000 list
61.00%	USD 1 - 50,000 lat
	Criterion
Draw Ship	
Discounts off List	Price List / Order Size

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Steelcase Contact Pricing

PRODUCTS AND PRICING (Continued)

Discounts off List	Price 18 Order Size
(DAR: 15/01	FOR DELIVERIES IN THE UNITED STATES

USD 150,001 list and above	USD 50,001 - 150,000 list	USD 1 - 50,000 list	Series Laterals and Post & Beam System (other than Exceptions below)	Balance of Steekase Steel Products including 200	USD 150.001 hist and above	USD 50,001 - 150,000 list	USD 1 - 50,000 list	Y.L.V.	USD 150,001 list and above	USD 50,001 - 150,000 list	USD 1 - 50,000 list	Thread	USD 150,001 list and above	USD 50,001 - 150,000 list	USD 1 \$0,000 list	Of Pro	Architectural Modular Power, Pathways Power &	USD 150,001 list and above	USD 1 - 150,000 list	Fitwork	USD 150,001 list and above	USD 50,001 - L50,000 list	150 000.05 - 1 DSU	Adjustable Tables - Airtouch	USD 150,001 list and above	USD 50,001 - 150,000 list	USD 1 = 40 000 list	USD 150,001 list and above	USD 50,001 - 150,000 list	USD 1 - 50,000 list	Verb	USD 150,001 list and above	USD 50,001 - 150,000 list	USD 1 - 50,000 1ist	TS Bins & Shelver, 200 Series Bins, Duo Storage for Answer, Universal System Worksurface-Wood, Montage	TS Underworksurface Laterals, TS Fixed Pedestals,	USD 150,001 list and above	USD 50,001 - 150,001 list	USD 1 - 50,000 list	Standard Lighting, Utility Lighting
59,00% or more*	59,00%	57,00%			\$1.00% or more*	\$2,00.15	44.00%		44.00% or more*	44.00%	43,00%		51.00% or more*	51.00%	49,00%			43.00% or more*	43.00%		61.00% or more*	61.00%	\$7,00%		48.00% or page*	48 00%	47 00%	25.00% of more*	55 00%	52.00%		60.00% or more*	60.00%	58.00%			59.00% or more*	59.00%	57,00%	

PRODUCTS AND PRICING (Continued)

FOR DELIVERIES IN THE UNITED STATES

Trice List Order Size

Disgraunts off 1.1st Drop Ship

CDA#: 15m1487

below)

USD 50,000 | 14 | 50,000 | ist | USD 50,000 | ist | USD 50,001 | 150,000 | ist | USD 150,001 | ist | USD 150,001 | ist and above | Balance of Stecknas Health Products including Curu Seating, Left, Pocket, Tava, Mailhu Tables, Mailhu Seating, Sieste Tables, Empath Recliner Seating, Mineral Reeliner Seating, Shunber Day Bed, Chart Box, Ainsley, Exchang Tables, Davenport, Folic, Mobile Overbed Tables, Opus, Fark, Regard, Senza, Sonata, Sync, USD 50,001 - 150,000 list
USD 150,001 list and above
Carl Hansen Seating / Tables
USD 1 - 150,000 list Fleximene
USD 1 = 50,000 list
USD 50,001 = 150,000 list
USD 50,001 = 150,000 list
USD 150,001 list and above USD 1 = 50,000 list
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Elective Elementa
USD 1 = 50,000 list
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USD 150,001 list and above USD 1 = 50,000 list
USD 50,001 = 150,000 list
USD 150,001 list and above
Balance of Worktools Products a (other than Exceptions USD 150,001 list and above
Coalence Products including Lagunitat, Massaud
Collection, Hoss Lounge Seating (other than Exceptions USD 50,001 - 150,000 list

USD 150,001 list and above

Turnstone Products (other than Exceptions below)

USD 1 - 50,000 list USD 1 - 50,000 list Currency, Paylack, Sawyer Balance of Steelcase Wood Products including Siento Waldorf (other than Exceptions below) USD 1 - 50,000 list USD 50,001 - 150,000 list USD 150,001 list and above 47,00% 47,00% 47,00% 48.00% 50.00% 50.00% or more* 50.00% 52.00% 52.00% or more* \$7.00% \$7.00% or more* \$0.00% \$1.00% \$1.00% or more* 52.00% 55.00% 55.00% or more* 50.00% or more* 45.00% or more* \$4.00% \$7.00% \$7.00% or more* 49.00% 45.00% 54.00%

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Steelcase Contact Pricing

PRODUCTS AND PRICING (Continued)

20010/51 :0 VO.)

FOR DELIVERISES IN THE UNITED SEATES

Service Parts for all of the above Piler I be Order Size Discounts off 1.4st 35 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.

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

- Steelcase Steel Price Lists: New Products, I Line, Technology Upgrades
- Steelcase Wood Price Lists: New Products Turnstone Price Lists: New Products
- Worktools Price Lists: New Products.

OTHER

- Steelcase Health Price Lists. New Products
- Terms and conditions for the delivery and installation of architectural products will be negotiated on a project by project basis.
- purpose of defining Order Size. Only Orders from Sicelesse Steel, Sicelesse Wood, and Sicelesse Workhools Price Lists may be combined for the
- 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, accondary transportation costs, union premiuma, special permits, etc., installations in major market areas are subject to additional charges.

Product and Pricing Terms

IDEFINITIONS:

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

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

Contract Price - Recommended pricing discount established through the contract award

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 NJPA. Member - As used herein, shall be defined in accordance with Minnesota Statute (M.S. 123A.21) and means any

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

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Targram Jearriers

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 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 Sieelcase, 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

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 NJPA Member's Designated Location.

Besignated 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.

Belivered and Installed Pricing for Products includes delivery from the applicable Steelcase factory to NIPA Member's Designated Location. Products are uncrated, 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:

Turnstone, Steelease Health	Worktools Products.	Color	Steelcase Products (other than exceptions below).
USD 150,000 or equivalent	USD 25,000 or equivalent	USD 75,000 or equivalent	USD 500,000 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 Steeless factory to the receiving dock on Customer's permises or on the premises of one of its Subsidiaries, or to the receiving dock of third party warehouse for purposes of temporary storage or perparation (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

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 in Member specifications

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Better Together

The Rational IPA centract provides the ability for leverage the continued purchasing power of over \$5,040 generalized agencies resulting in a senting of all level 50% on every HON order. Save time Reduce circle Hamilton Jasses, Anatheritatio the traject power of HON and Hational IPA to Lay?

Visit hon.com/nationaliga to view the National IPA Catalog There are not found moments, or obligations to participate and to equate our form we mount have please used nationally and to equate our form of the second s

PLEASE CONTACT HON GOVERNMENT CUSTOMER SUPPORT WITH ANY GLESTIONS.

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We Take Care of Business

Maintenance Care &



When you call Dagsam with a product suppon need, which ranges from warranty/ service repairs, touch up, wood repairs, cleaning, bolt repair and witerings or relocation services, you get real solutions, quickly.



Missing Key Storage

Spare keys available in stock can overnight keys or process replacement orders within 14 bours



Damaged Wood Vaneer Worksurface

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



Well Worn, Damaged Panel, or Upholitery Fabrics

Tangsam OnSite cleaning can expertly clean and renew all mannet of sexulars, from leather so suede to fabric and beyond.



User Comfort Adjustments

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

orientation.



General Service Calls

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



Warranty Replacements

Tangram honors the manufacturers wateranies for all products we sell and has a doubtened stuff to pursue replacement purs and schedule follow-up labor for all products under warranty. Of course, billable repain 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

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Tangram Interiors

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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:

<u>ADDENDA:</u> 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. 1	Date Received 3/14/18	Addendum No. 2	Date Received 3/21/18
Addendum No	Date Received	Addendum No	Date Received
BID AMOUNT: Please	provide percentage discount HED DISCOUNT STRUCTURE F	and name of manufactur	er: AND ADDITIONAL VENDORS
61.4 %	offVIRCO 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	
Company Name: VI	RCO INC		
Authorized Representati	ve: BEVERLY BELOTE -		GER
	(Please t	ype or print)	
Company Address:	2027 HARPERS WAY		
N:	TORRANCE, CA 90501		
Telephone Number: (800) 448-4726	Fax Number (800)	396-8232
E-mail Address:cm	s@virco.com		
Authorized Representati	ve's Signature:	verey Bu	lob

	Percentage Discount for Ma	anufacturer's	Price List by Dolla	r Volume
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
VIRCO	\$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			

	Percentage Discount for Manufa	cturer's Price	List by Dol	lar Volume
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
BESTRITE	\$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		·	

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	Percentage Discount for Manufac	cturer's Price	List by Dol	lar Volume
Manufacturer's Name	Dollar Volume	Delivered	Inside	Delivered &
		Tailgate	Delivery	Installed
	\$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%
BRETFORD	\$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			

	Percentage Discount for Manufact	turer's Price L	ist by Dolla	ar Volume
Manufacturer's Name	Dollar Volume	Delivered	Inside	Delivered &
Mandacturer 3 Maine		Tailgate	Delivery	Installed
	\$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%
BRODART	\$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			

	Percentage Discount for	Manufacturer's	Price List by	/ Dollar Volume
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
DIVERSIFIED	\$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	,		·

	Percentage Discount for I	Vlanufacturer's	Price List by	/ Dollar Volume
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
ERG	\$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			

	Percentage Discount for	Manufacturer's	Price List by	Dollar Volume
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
GHENT	\$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			

	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			

	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				

	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		· ·	

	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			·

	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		-		

	Percentage Discount for Manufacturer's Price List by Dollar Volume					
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed		
	\$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%		
REPUBLIC	\$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			· · · · · · · · · · · · · · · · · · ·		

Manufacturer's Name	Percentage Discount for Manufacturer's Price List by Dollar Volume					
	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed		
	\$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%		
RFM	\$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					

	Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed	
	\$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%	
RIGHT ANGLE	\$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				

	Percentage Discount for Manufa	acturer's Price	List by Doll	ar Volume
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
RUSSWOOD	\$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		·-	

	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
ULTRA PLAY	\$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			

	Percentage Discount for Manu	ıfacturer's Pri	e List by Do	llar Volume
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
···	\$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%
WADDELL	\$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			-

	Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed	
	\$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%	
WOOD DESIGNS	\$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		-	•	

BEVERLY BELOTE - CUSTOMER SERVICE MANAGER

NON-COLLUSION DECLARATION

(To Be Submitted with Bid)

The undersigned declares: CUSTOMER SERVICE	
I am the MANAGER of VIRCO INC	, the party making the foregoing bid.
company, association, organization or corporation bidder has not directly or indirectly induced or solid bidder has not directly or indirectly colluded, conspito put in a sham bid, or to refrain from bidding. To sought by agreement, communication or conferent other bidder, or to fix any overhead, profit or cost estatements contained in the bid are true. The bidder price or any breakdown thereof, or the contents the any corporation, partnership, company, association	or on behalf of, any undisclosed person, partnership in. The Bid is genuine and not collusive or sham. The cited any other bidder to put in a false or sham bid. The ired, connived or agreed with any bidder or anyone else the bidder has not in any manner, directly or indirectly ice with anyone to fix the bid price of the bidder or any lement of the bid price, or of that of any other bidder. All er has not, directly or indirectly, submitted his or her bid ereof, or divulged information or data relative thereto, to on, organization, bid depository, or to any member of and has not paid, and will not pay, any person or entity
	pehalf of a bidder that is a corporation, partnership, join artnership, or any other entity, hereby represents that he a, this declaration on behalf of the bidder.
I declare under penalty of perjury under the is true and correct and that this declaration is exec	e laws of the State of California that the foregoing uted on:
3/22/2018 , at <u>CONWAY, ARKANSAS</u> , (city) (state)	
	x Buselle Bush

FURNITURE: SYSTEMS AND STAND ALONE BID NO. 17/18-0955

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	Burney Belob
	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:

- 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
 - 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.

BEVERLY BELOTE - CUSTOMER SERVICE MANAGER

VIRCO INC

Bidder

PERFORMANCE BOND

*** NOT NECESSARY PER ADDENDUM 2***

KNOW ALL MEN BY THES as "SUPERINTENDENT", Intent to Award Contract for the	SE PRESENTS: That WHEREAS, the San Bernardino County Superintendent of Schools identife that given to hereinafter designated as the "Principal", a Notice the work described as follows:	fied of
	FURNITURE: SYSTEMS AND STAND ALONE	
	BID #17/18-0955	
WHEREAS, said Principal is Notice.	required under the terms of said Notice to furnish a Bond for the faithful performance of st	uch
firmly bound unto the	tion 995.120, legally doing business in California at, are he	ld and LARS ruly to
administrators, successors or a conditions and agreements as of be kept and performed at the meaning, and shall indemnifi	IS OBLIGATION IS SUCH that if the above bound Principal, his or its heirs, execusing assigns, shall in all things stand to and abide by and will and truly keep and perform, the cover defined in the said contract and any alteration thereof made as therein provided, on his or their put times and in the manner therein specified, and in all respects according to their true intering and save harmless the Superintendent, its officers and agents, as therein stipulated, the not void, otherwise, it shall be and remain in full force and virtue.	enants, part, to nt and
(1) year after the acceptance of satisfactory repair and replace one (1) year from the date of the above obligation in penal:	the satisfactory completion of the Contract, the above obligation shall hold good for a period of the Work by Superintendent, during which time if Principal shall fail to make full, complet ements and totally protect the Superintendent from loss or damage made evident during the per acceptance of the Work, and resulting from or caused by defective materials or faulty workma sum thereof shall remain in full force and effect. However, nothing in this paragraph shall line obligation of the Surety shall continue so long as any obligation of Principal remains.	te, and riod of anship,
terms of the Contract or to the affect its obligation on this bo	received, hereby stipulates and agrees that no change, extension of time, alteration or addition ne work to be performed thereunder, or the specifications accompanying the same, shall in an and, and it does hereby waive notice of any such change, extension of time, alteration or addit to the work, or to the Specifications.	y way
	upon this bond by the Superintendent and judgment is recovered, the Surety shall pay all co t in such suit, including a reasonable attorneys' fee to be fixed by the court.	osts
IN WITNESS WHEREOF, thi	is instrument has been duly executed by the Principal and Surety above named, on the	day of
(Corporate Seal)	PRINCIPAL	
	ВҮ	
(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

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.

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).

unis cerunicate does not confer rights	to the	certificate noider in lieu of s		3).			
PRODUCER				Velasquez			11.7
Commercial Lines - (310) 543-9995		=	PHONE (AIC. No. Ext): 310.79	2.8448	FAX (A/C, No):	310,54	3.9175
Wells Fargo Insurance Services USA, Inc.	- CA Li	ic#: 0D08408			@wellsfargo.com		
21250 Hawthorne Boulevard, Suite 600			INS	SURER(S) AFFOR	RDING COVERAGE		NAIC#
Torrance, CA 90503-5519			INSURER A: Hartfo	rd Fire Insura	nce Company		19682
INSURED			INSURER B: Travel	ers Property	Casualty Co of America		25674
Virco Mfg. Corporation, Virco Inc.			INSURER C: Great	American Ins	urance Company		16691
2027 Harpers Way			INSURER D:				
			INSURER E :				
Torrance, CA 90501			INSURER F :				
		ATE NUMBER: 11668307			REVISION NUMBER: Se		
THIS IS TO CERTIFY THAT THE POLICIES INDICATED. NOTWITHSTANDING ANY RI	OF IN	NSURANCE LISTED BELOW HA	AVE BEEN ISSUED TO	THE INSURE	D NAMED ABOVE FOR TH	E POL	CY PERIOD
CERTIFICATE MAY BE ISSUED OR MAY	PERTA	AIN, THE INSURANCE AFFORD	DED BY THE POLICIE	S DESCRIBE	DOCUMENT WITH RESPECT TO	ALL T	HE TERMS.
EXCLUSIONS AND CONDITIONS OF SUCH	POLICI	IES. LIMITS SHOWN MAY HAVE	BEEN REDUCED BY	PAID CLAIMS.	Ē		
INSR LTR TYPE OF INSURANCE	ADDL S	WVD POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	i	
A X COMMERCIAL GENERAL LIABILITY		72ECS OF6588	04/01/2017	04/01/2018		\$	1,000,000
CLAIMS-MADE X OCCUR			127		PREMISES (Ea occurrence)	\$	300,000
X SIR Premises - \$50,000					MED EXP (Any one person)	\$	10.000
X SIR Products - \$250,000					PERSONAL & ADV INJURY	S	1,000,000
GEN'L AGGREGATE LIMIT APPLIES PER:					GENERAL AGGREGATE	S	2,000,000
POLICY X PRO-					PRODUCTS - COMP/OP AGG	\$	2,000,000
OTHER:	\sqcup					S	
B AUTOMOBILE LIABILITY		TC2JCAP4243B61817	04/01/2017	04/01/2018	COMBINED SINGLE LIMIT (Ea accident)	S	1,000,000
X ANY AUTO		Liability Deductible			BODILY INJURY (Per person)	\$	
OWNED SCHEDULED AUTOS HIRED NON-OWNED		\$50,000				\$	
AUTOS ONLY AUTOS ONLY					PROPERTY DAMAGE (Per accident)	\$	
						\$	
C X UMBRELLA LIAB X OCCUR		TUU048096304	04/01/2017	04/01/2018	EACH OCCURRENCE :	S	5,000,000
EXCESS LIAB CLAIMS-MADE			12.00	TI MATA	AGGREGATE :	\$	5.000,000
DED RETENTIONS	\sqcup					\$	
B WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N		TC2JUB4243B59917	04/01/2017	04/01/2018	X PER OTH ER		
B ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?	N/A	TRKUB4243B60617	04/01/2017	04/01/2018	E.L. EACH ACCIDENT	S	1,000,000
(Mandatory in NH)					E.L. DISEASE - EA EMPLOYEE :	<u> </u>	1,000,000
if yes, describe under DESCRIPTION OF OPERATIONS below	\sqcup				E.L. DISEASE - POLICY LIMIT :	S	1,000,000
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHIC	LES (AC	CORD 101, Additional Remarks Schede	ule, may be attached if mor	e space is requir	ed)		
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.
1	AUTHORIZED REPRESENTATIVE Grandsynda

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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)

	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				

	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
BESTRITE	\$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		·	

	Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed	
	\$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%	
BRETFORD	\$15,001 to \$40,000	17.0%	12.9%	0.0%	
	\$40,001 to \$100,000	22.0%	18.1%	6.4%	
Ī	\$100,001 to \$250,000	26.0%	23.8%	14.9%	
	\$250,001 and up negotiated				

	Percentage Discount for Manufacturer's Price List by Dollar Volume					
Manufacturer's Name	Dollar Volume	Delivered	Inside	Delivered &		
ividilulactuler 5 Maille	Donar volume	Tailgate	Delivery	Installed		
	\$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%		
BRODART	\$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					

	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
DIVERSIFIED	\$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			

	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
ERG	\$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			

	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
GHENT	\$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			·

	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
GREENE MFG	\$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			

	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
HIGHPOINT	\$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			

	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
-	\$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%
INTERIOR CONCEPTS	\$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			

	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
LYON	\$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			

	Percentage Discount for Manufacturer's Price List by Dollar Volume				
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed	
	\$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%	
PLYMOLD	\$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				

	Percentage Discount for Manufacturer's Price List by Dollar Volume					
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed		
	\$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%		
REPUBLIC	\$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%		
Г	\$250,001 and up negotiated		-	 -		

	Percentage Discount for Manufacturer's Price List by Dollar Volume					
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed		
320	\$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%		
RFM	\$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					

	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$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%
RIGHT ANGLE	\$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			

	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			

	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		 -	

FURNITURE: SYSTEMS AND STAND ALONE BID NO. 17/18-0955

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:

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

BID AMOUNT: Please provide percentage discount and name of manufacturer: Workstation Furniture and % off _ Workrite Ergonomics _ manufacturer's list price 65 **Ergonomic and Workcenter Accessories** 55 Line of Sight % 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 greater than \$100 per man hour labor and installation - quote available upon request

FOB Destination 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:Workrite Ergonom	nics LLC	<u> </u>
Authorized Representative:	a Bobalek (Please type or print)	
Company Address: 2277 Pine View	พ Way, Suite 100	
Petaluma, CA	94954	
		0.0
Telephone Number: (800) 959-9675	Fax Number (_800) 930-8989	
E-mail Address: _dbobalek@workrite	ergo.com	
Authorized Representative's Signatu	ure:	