

**Board of Trustees Agenda Item****Board Meeting Date:** August 2, 2010**Title of Item:** Authorize Use of Foundation for California Community Colleges (FCCC) Piggyback Contracts for Measure C Furniture Purchases**Background and Analysis:**

Foothill College and De Anza College expect to make several Measure C-funded purchases of Krueger International (KI) furniture during fiscal year 2010-11 and fiscal year 2011-12. Foothill College additionally plans to purchase \$50,000 of non-C funded KI furniture per fiscal year. Both colleges have standardized on KI furniture. The budgeted dollar amounts and the estimated installation dates are shown below.

**Foothill College**

Project	Budget Amount	Estimated Installation Date
Building 1900 East Side	\$50,000	June 30, 2011
Building 6201	\$50,000	June 30, 2011
Building 6300	\$62,000	June 30, 2011
Building 6500	\$52,000	June 30, 2011
Physical Sciences & Engineering Center	\$700,000	Fall 2012 or Winter 2013
Library	\$150,000	June 2012
Miscellaneous non-C 2010-11		During fiscal year 2010-11
Miscellaneous non-C 2011-12		During fiscal year 2011-12

Total estimate for Foothill = \$1,164,000

**De Anza College**

Project	Budget Amount	Estimated Installation Date
Baldwin Winery	\$100,000	Fall 2010
MCC	\$150,000	Fall 2010
Seminar	\$140,000	Fall 2010
East Cottage	\$50,000	Winter 2011
MLC	\$500,000	Fall 2012 or January 2013
Faculty 2011	\$116,000	Summer 2011
Corporation Yard	\$35,000	Winter 2011

Total estimate for De Anza = \$1,091,000

**Total estimated purchases for both colleges = \$2,255,000**

Public Contract Code 20652 provides that the District may utilize contracts that have been awarded by other public entities. This process is commonly known as “piggybacking”. There are two competitively bid Foundation for California Community Colleges (FCCC) contracts with Kruger International (KI) available that include the items required by the two colleges. The contracts establish discounts for furniture inclusive of specification development services, space planning services, installation drawings, shipping and delivery costs, a 15-year non-prorated parts and labor warranty based upon 18 hours/6 days weekly usage, or 12 years based upon 24/7 usages, and installation services.

Purchasing Services has negotiated with KI to obtain the highest tier discount on all of its purchases against the FCCC contracts regardless of the dollar amount of each individual purchase order. This is known as a “Tier” 8 discount. It varies depending on the product line within a range of 52% to 61% off list price. The proposed pricing agreement with KI is attached.

Comparison of the furniture purchase price for the Baldwin Winery project with and without Tier 8 pricing is indicated below:

Baldwin Winery Pricing without Tier 8 pricing agreement is \$101,284.46

Baldwin Winery Pricing with Tier 8 pricing agreement is \$93,110.22

The savings that will be realized using the Tier 8 pricing is \$8,174.24. This is an 8.06% savings.

Applying this savings rate to all the KI furniture purchases the colleges plan to make during the next two years results in an estimated savings of \$181,753.00.

It is unlikely that a separate bid process conducted by our District would result in more favorable prices, terms, and conditions than the FCCC contracts for the same goods and services.

As required by the FCCC contracts, KI makes a donation of 1% for all purchases to the California Community College Scholarship Endowment. All donations that result from the District’s purchases will be allocated to the District’s account and the resulting scholarships will go to Foothill-De Anza students.

**Recommendation:** Authorize the Director of Purchasing Services to sign the attached pricing agreement with Kruger International (KI) and to issue purchase orders for De Anza College and Foothill College KI furniture pursuant to FCCC contracts CB08-100 and CB09-100 throughout the term of the attached pricing agreement with KI.

Submitted by:	Carmen A. Redmond Director of Purchasing Services
Additional contact	Donna Jones-Dulin, Brenda Davis-Visas, Dawn Allshouse
Is backup provided?	yes

## STAFF REPORT

Date: September 4, 2008  
To: FCCC Board of Directors  
From: Joseph Quintana, Director of Purchasing Programs  
Subject: **Approval of contract award to Allsteel Inc., Krueger International, and VS America**  
Action Item, special meeting September 4, 2008

### Background

The Foundation for California Community Colleges worked with the San Mateo County Community Colleges District (SMCCCD) in 2003 to develop competitively solicited contracts for the procurement of Academic Application furniture. The awarded contracts are set to expire in October 2008. Several California Community College Districts have started to use the contracts from the 2003 award, so in partnership with SMCCCD the Foundation issued a new RFP.

The Foundation has followed a formal RFP process to gain competitive pricing for Student areas and Specialty Application Furniture for 110 California Community Colleges/72 Districts. The specifications were developed from a prior furniture contract established by San Mateo Community College District. Additional legal and procurement review was provided by Donna Jones, former Purchasing Director from Cerritos College and current consultant for the Foundation, and Brian Taugher, attorney with significant state procurement experience. In addition the Foundation worked closely with San Mateo County Community College District thought out the RFP process.

The RFP# 08-001 was formally advertised in the San Mateo Daily Journal and the Sacramento Bee. Bids were due from vendors on May 21, 2008, with a formal bid opening held that day at the San Mateo County Community College District office. We received seven proposals and five of those proposals were evaluated by a committee. At the bid opening two proposals were determined to be non-compliant and were not reviewed further. The review committee was comprised of:

- Jan Roecks - San Mateo County Community College District, Purchasing Director
- Nancy Witte - San Mateo County Community College District, Buyer
- Stephanie O'Brien - Dovetail Decision Consultants, Inc, President/CEO
- Donna Jones – Foundation Consultant and former Purchasing Director from Cerritos College
- Joseph Quintana – Foundation for California Community Colleges, Director of Purchasing
- Brian Taugher also participated by providing the committee a legal opinion.

The Committee recommended three vendors for contract award under this RFP. The RFP was scored based on a weighted evaluation model as follows:

50% Best Discount Offered

30% Previous manufacturer's proven product experience and performance, including a successful record of servicing accounts in community colleges

20% Client References for Specific Products

Contract Term: (3) Years, with 2 (1) Year Renewals.

### FCCC Roles and Responsibilities

The role of FCCC is that of a prime contractor. FCCC will:

1. Develop the contracts with winning vendors bases on requirements of the FCCC RFP#08-001 and other legal terms and conditions after the seven-day protest

Foundation for California Community Colleges

2. Monitor quality of services and contract compliance from the vendors
3. Orders will be placed directly with the vendor from the colleges
4. Promote the contract aggressively to the community colleges and other public entities.

**Recommendation**

The President/CEO and I recommend that the Foundation Board of Directors at its September 4, 2008 special meeting approve the intent to award contracts to: Allsteel Inc, Krueger International, and VS America under Foundation Bid# 08-001 for Student area and Specialty Application Furniture. In addition, if there is no protest during the seven-day period after the intent to award, then the award of a contract is also approved.

CERTIFICATION

I, Paul Lanning, duly appointed Chief Executive Officer of the Foundation for California Community Colleges, do hereby certify that the above recommendation was passed and approved by the Board of Directors of the Foundation for California Community Colleges on the 4th day of September, 2008.

Date:

9/4/08

A handwritten signature in black ink, appearing to read "Paul Lanning", written over a horizontal line.

Paul Lanning, Chief Executive Officer



## STAFF REPORT

Date: July 29, 2009  
To: Foundation Board of Directors  
From: Joseph Quintana, Director of CollegeBuys Program  
Subject: **Approval of contract award to Arcadia, Community Playthings, Haworth, Krueger International, and SIS –USA**

Action Item, special meeting July 29, 2009

### **Background**

The Foundation for California Community Colleges worked with the San Mateo County Community Colleges District (SMCCCD) in 2005 to develop competitively solicited contracts for the procurement of Administrative Application furniture. The awarded contracts are set to expire in March of 2010. Several California Community College Districts are utilizing the contracts and have identified areas where additional products are necessary. In partnership with SMCCCD the Foundation issued a new RFP which included additional products in May 2009.

The Foundation has followed a formal RFP process to gain competitive pricing for Office Areas, Child Development Centers and Other Specialty Application Furniture for 110 California Community Colleges/72 Districts. The specifications were developed from a prior furniture contract established by San Mateo Community College District. Additional legal and procurement review was provided by Donna Jones, former Purchasing Director from Cerritos College and current consultant for the Foundation, and Jan Dixon, Foundation Contracts Manager with significant procurement experience. In addition the Foundation worked closely with San Mateo County Community College District through out the RFP process.

The RFP# 09-002 was formally advertised in the San Mateo Daily Journal and the Sacramento Bee. Bids were due from vendors on June 24, 2009, with a formal bid opening held that day at the San Mateo County Community College District office. We received eight proposals and five of those proposals were evaluated by a committee. During the first phase of the evaluation processes three proposals were determined to be non-compliant and were not reviewed further. The RFP committee was comprised of:

- Jan Roecks - San Mateo County Community College District, Purchasing Director
- Nancy Witte - San Mateo County Community College District, Buyer
- Stephanie O'Brien - Dovetail Decision Consultants, Inc, President/CEO
- Donna Jones – Foundation Consultant and former Purchasing Director from Cerritos College
- Joseph Quintana – Foundation for California Community Colleges, Director of Purchasing
- Jan Dixon – Foundation for California Community Colleges, Contracts Manager

The Committee recommended five vendors for contract award under this RFP. The intent to award is included as Attachment 1 and shows the vendors recommended for award and product categories they provide.

Contract Term: (3) Years, with 2 (1) Year Renewals.

## Foundation for California Community Colleges

### FCCC Roles and Responsibilities

The role of FCCC is that of a prime contractor. FCCC will:

1. Develop the contracts with winning vendors bases on requirements of the FCCC RFP#09-002 and other legal terms and conditions after the seven-day protest
2. Monitor quality of services and contract compliance from the vendors
3. Orders will be placed directly with the vendor from the colleges
4. Promote the contract aggressively to the community colleges and other public entities.

### Recommendation

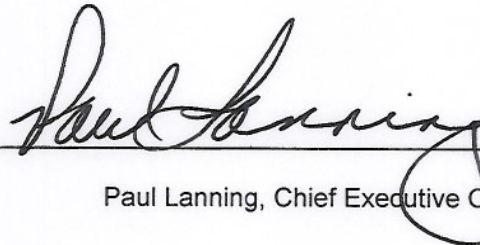
The President/CEO and I recommend that the Foundation Board of Directors at its July 29, 2009 special meeting approve the award of contracts to: Arcadia, Community Playthings, Haworth, Krueger International, and SIS -USA under Foundation Bid# 09-002 for Office Areas, Child Development Centers and Other Specialty Application Furniture.

### CERTIFICATION

I, Paul Lanning, duly appointed Chief Executive Officer of the Foundation for California Community Colleges, do hereby certify that the above recommendation was passed and approved by the Board of Directors of the Foundation for California Community Colleges on the 29th day of July, 2009.

Date:

7/29/09



Paul Lanning, Chief Exedutive Officer



# Attachment 1

## Intent to Award

RFP # 09-002

July 20, 2009

The Foundation for California Community Colleges intends to award contracts to the following companies from RFP# 09-002 Office Areas, Child Development Centers, and Other Specialty Furniture Applications for use by California Community Colleges and other California Public Agencies for the procurement of furniture.

The RFP # 09-002 stipulated that multiple contracts may be awarded for each of the 8 classifications of furniture: Office Area Items; Executive Office Items; Open Office Items; Lounge Seating; Meeting and Conference Room Items; Technology Tools, Tack, White, and Display Boards; Children's Furniture.

<b>Office Area Items</b>	Haworth	Krueger International	SIS -USA
<b>Executive Office Items</b>	Haworth	Krueger International	
<b>Open Office Items</b>	Haworth	Krueger International	
<b>Lounge Seating</b>	Arcadia	Haworth	Krueger International
<b>Meeting and Conference Room Items</b>	Haworth	Krueger International	
<b>Technology Tools</b>	Haworth	Krueger International	SIS -USA
<b>Tack, White, and Display Boards</b>	Haworth		
<b>Children's Furniture</b>	Community Playthings	Haworth	



WORKING  
FOR  
YOU

■ July 21, 2010

Carmen Redmond, M.A., C.P.M.,  
Director, Material and Purchasing Services  
Foothill-De Anza Community College District  
12345 El Monte Road  
Los Altos Hills, CA 94022

Dear Carmen,

We appreciate the business that Foothill-De Anza Community College District has given KI over the years. We understand your objective is to leverage your purchases over the next two years, through July of 2012, to achieve a financial benefit to the district.

We have reviewed your anticipated project purchases over this timeframe and are pleased to present the following proposal to the district.

**KI Proposal:**

Based on Foothill-De Anza Community College District's good faith estimates of projects, budgets and timelines, KI will aggregate these projects and allow the maximum, tier #8, discounts offered on the following Foundation for California Community Colleges Contracts for all orders placed within this two year period.

- FCCC Academic Contract #CB08-100
- FCCC Administrative Contract #CB09-100

**PROJECT SUMMARY FOR TWO YEARS AUGUST 1, 2010 - JULY 31, 2012**

**Foothill College budget estimate \$1,164,000**

- Bldg 1900 \$50K, summer 2011 install
- Bldg 6201 \$50K, summer 2011 install
- Bldg 6300 \$62K, summer 2011 install
- Bldg 6500 \$52K, summer 2011 install
- Miscellaneous \$50K, fiscal 2010/2011
- PSEC \$700K, estimated install by Jan 2013
- Library \$150K, estimated order date June 2012
- Miscellaneous \$50K, fiscal 2011/2012

**De Anza College budget estimate \$1,091,000**

- Baldwin Winery \$100K, fall 2010 install
- MCC \$150K, fall 2010 install
- Seminar \$140K, fall 2010 install
- East Cottage \$50K, winter 2011 install

KI  
600 Townsend Street  
Suite 100 West  
San Francisco, CA 94103

Tel 415-252-0943  
Fax 415-252-0312  
www.ki.com



- Corporate Yard      \$35K, winter 2011 install
- MLC                      \$500K, estimated install by Jan 2013
- Faculty 2011          \$116K, estimated summer 2011 install

**Total estimated purchases              \$2,255,000**

- Maximum discounts offered are based on a minimum purchase amount of \$1.5M over the two year period. Only purchases off of the above FCCC contracts can be applied towards this amount.
- Maximum discounts apply to all orders placed within the term of this agreement, regardless whether specified above and may be additional to above projects.
- In the event that Foothill-De Anza Community College District fails to meet the minimum purchase amount of \$1.5M over the term of this agreement, Foothill-De Anza CCD will revert to individual FCCC contract project tier discounts following the end of the agreement. No retroactive penalties will apply.
- In the event of a project order delay outside the timeframe of this agreement, a letter of commitment will be required by Foothill-De Anza CCD prior to the end of the agreement timeframe in order to obtain the maximum discounts.
- Discounts are based on current list at time of order entry and must ship within 120 days of the order date to avoid any potential price increases.
- In the event of the termination of the FCCC contracts noted above prior to the end of this agreement, KI will honor the maximum discounts for projects ordered, or with a letter of commitment, within the agreement timeframe. KI will release Foothill-De Anza CCD from any further obligation to make purchases in accordance with our agreement. All terms and conditions per this agreement and per the FCCC contracts will apply to both parties, Foothill De Anza CCD and KI, for orders entered during the agreement.
- KI will issue the district a special contract number that must be used on all orders to obtain this pricing. This number will ensure that the district receives the correct pricing and all appropriate fees will be paid to the Foundation for Community Colleges.
- KI has agreed to make a donation of 1% for all purchases to the California Community College Scholarship Endowment. The Foundation will allocate all donations from Foothill-De Anza CCD purchases to the districts account and resulting scholarships will go to Foothill-De Anza students. More information about the scholarship program can be found at [www.supporttheendowment.org](http://www.supporttheendowment.org).

If the district agrees to the above, please confirm by signature below. I will then forward your signed copy to our corporate office for signature and a copy will be returned to you. This document will act as the agreement between our two companies.

\_\_\_\_\_  
Signature on behalf of  
Foothill-De Anza CCD

\_\_\_\_\_  
Signature on behalf of KI

\_\_\_\_\_  
Title

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

Please let me know if you have any further questions or would like to discuss this proposal further. We look forward to working with you to accomplish your objectives.

Regards,



Deanna Zimmerman  
District Manager, Northern California, KI

CC:

Dawn Allshouse, Purchasing, Foothill-De Anza CCD  
Linda Flournoy, Sales, KI  
Paul Schueller, Manager Contracts, KI  
Richard Butrym, Vice President Sales, KI  
Peter Goerd, Vice President Sales, Western Region, KI

Exhibit B - Discount off List

VENDOR:		Krueger International, Inc.									
CLASSIFICATION:		Max Awards: 3									
OFFICE AREA ITEMS		Minimum Applications: 3									
		DISCOUNT OFF LIST PRICE/TURNKEY									
APPLICATION:		VENDOR PRODUCT RECOMMENDATION:		TIER #1 \$1 - \$50,000	TIER #2 \$50,001 - \$150,000	TIER #3 \$150,001 - \$300,000	TIER #4 \$300,001 - \$500,000	TIER #5 \$500,001 - \$750,000	TIER #6 \$750,001 - \$1,000,000	TIER #7 \$1,000,001 - \$1,500,000	TIER #8 \$1,500,001 AND OVER
OFFICE AREA ITEMS: User Adjustable Desks, No Storage		Genesis		48.0%	48.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%
OFFICE AREA ITEMS: Fixed Height Desks, No Storage		Genesis, WorkZone, 700 Series, True Desking, Aristotle; Darwin; Delsanti, DaVinci		48.0%	48.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%
OFFICE AREA ITEMS: Metal Bookcases		700 Series		46.0%	46.0%	47.0%	48.0%	49.0%	50.0%	51.0%	52.0%
OFFICE AREA ITEMS: Wall Mounted Overhead Cabinets, Metal		Universal, Balance		52.0%	52.0%	53.0%	54.0%	55.0%	55.0%	56.0%	57.0%
OFFICE AREA ITEMS: Storage Components, Metal (Series)		E-Series, 700 Series		50.0%	50.0%	51.0%	52.0%	53.0%	54.0%	55.0%	56.0%
OFFICE AREA ITEMS: Task Seating, Short Term		Torsion, Engage, Impress, Impress Ultra, Strive, Glimmer, Kismet, Allude, Pilot		50.0%	50.0%	51.0%	52.0%	53.0%	55.0%	55.0%	56.0%
OPEN OFFICE AREA ITEMS: Task Seating, Long Term		Torsion; Engage; Impress; Impress Ultra; Strive; Glimmer; Allude; Pilot		50.0%	50.0%	51.0%	52.0%	53.0%	55.0%	55.0%	56.0%
OFFICE AREA ITEMS: Guest Seating, All Poly		Torsion; Strive; Rapture; Glimmer; Perry; Piretti; Versa; Dorsal; Maestro; Matrix; MI6; Silhouette; Daylight		50.0%	50.0%	51.0%	52.0%	53.0%	55.0%	55.0%	56.0%
OFFICE AREA ITEMS: Guest Seating, Uph		Torsion; Rapture; Glimmer; Perry; Piretti; Versa; Dorsal; Maestro; Matrix; Silhouette		50.0%	50.0%	51.0%	52.0%	53.0%	55.0%	55.0%	56.0%
CLASSIFICATION:		Max Awards: 3									
EXECUTIVE OFFICE ITEMS		Minimum Applications: 3									
		DISCOUNT OFF LIST PRICE/TURNKEY									
APPLICATION:		VENDOR PRODUCT RECOMMENDATION:		TIER #1 \$1 - \$50,000	TIER #2 \$50,001 - \$150,000	TIER #3 \$150,001 - \$300,000	TIER #4 \$300,001 - \$500,000	TIER #5 \$500,001 - \$750,000	TIER #6 \$750,001 - \$1,000,000	TIER #7 \$1,000,001 - \$1,500,000	TIER #8 \$1,500,001 AND OVER
EXECUTIVE OFFICE AREA ITEMS: Fixed Height Desks w/Storage		Darwin; Delsanti; DaVinci; True; 700 Series; Genesis; Aristotle		48.0%	48.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%
EXECUTIVE OFFICE AREA ITEMS: Fixed Height Desks w/o Storage, w/Modesty Panel		Darwin; Delsanti; DaVinci; True; 700 Series; Genesis; Aristotle		48.0%	48.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%
EXECUTIVE OFFICE AREA ITEMS: Wood Bookcases		Darwin; Delsanti, DaVinci		48.0%	48.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%
ITEMS: Wall Mounted Overhead Cabinets, Wood		Darwin; Delsanti, DaVinci		48.0%	48.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%



Exhibit B - Discount off List

EXECUTIVE OFFICE AREA ITEMS: Storage Components, Wood	Darwin; Delsanti, DaVinci	48.0%	48.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%
EXECUTIVE OFFICE AREA ITEMS: Task Seating	Cinturon; Allude; Impress; Impress Ultra; Engage; Pilot	50.0%	50.0%	51.0%	52.0%	53.0%	55.0%	55.0%	56.0%
EXECUTIVE OFFICE AREA ITEMS: Guest Seating, Wood Frame	Bantam; Aston; Canaan; Pomfret; Quatro; Aerdyn; Xylon	50.0%	50.0%	51.0%	52.0%	53.0%	55.0%	55.0%	56.0%

50.0%	50.0%	51.0%	52.0%	53.0%	54.0%	55.0%	56.0%
51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	56.0%	57.0%
51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	56.0%	57.0%

CLASSIFICATION: OPEN OFFICE ITEMS	Max Awards: 2 Minimum Applications: 1	DISCOUNT OFF LIST PRICE/TURNKEY							
		TIER #1	TIER #2	TIER #3	TIER #4	TIER #5	TIER #6	TIER #7	TIER #8
APPLICATION:	VENDOR PRODUCT RECOMMENDATION:	\$1 - \$50,000	\$50,001 - \$150,000	\$150,001 - \$300,000	\$300,001 - \$500,000	\$500,001 - \$750,000	\$750,001 - \$1,000,000	\$1,000,001 - \$1,500,000	\$1,500,001 AND OVER
ITEMS: Panel System, Frame & Element/8 Wire Elect	Wireworks; Studioworks	52.0%	52.0%	53.0%	54.0%	55.0%	55.0%	56.0%	57.0%

DISCOUNT OFF LIST PRICE/INSIDE DELIVERY							
TIER #1	TIER #2	TIER #3	TIER #4	TIER #5	TIER #6	TIER #7	TIER #8
\$1 - \$50,000	\$50,001 - \$150,000	\$150,001 - \$300,000	\$300,001 - \$500,000	\$500,001 - \$750,000	\$750,001 - \$1,000,000	\$1,000,001 - \$1,500,000	\$1,500,001 AND OVER
55.0%	55.0%	56.0%	57.0%	58.0%	59.0%	60.0%	61.0%

CLASSIFICATION: LOUNGE SEATING	Max Awards: 2 Minimum Applications: 1	DISCOUNT OFF LIST PRICE/TURNKEY							
		TIER #1	TIER #2	TIER #3	TIER #4	TIER #5	TIER #6	TIER #7	TIER #8
APPLICATION:	VENDOR PRODUCT RECOMMENDATION:	\$1 - \$50,000	\$50,001 - \$150,000	\$150,001 - \$300,000	\$300,001 - \$500,000	\$500,001 - \$750,000	\$750,001 - \$1,000,000	\$1,000,001 - \$1,500,000	\$1,500,001 AND OVER
Lounge Seating: Public Area Club Chairs w/ Tablet Option	Cody; Teacup; Relax, Jessa	50.0%	50.0%	51.0%	52.0%	53.0%	55.0%	55.0%	56.0%
Lounge Seating: Public Area Settee	Lido; Cody; Teacup; Lola; Cinturon; Jessa; Ivey; Mesa; Soltice; Grand Salon; Neena; Pomfret; Arissa; Three Series	50.0%	50.0%	51.0%	52.0%	53.0%	55.0%	55.0%	56.0%
Lounge Seating: Public Area Sofa	Lido; Cody; Lola; Cinturon; Jessa; Ivey; Mesa; Soltice; Grand Salon; Neena; Pomfret; Three Series	50.0%	50.0%	51.0%	52.0%	53.0%	55.0%	55.0%	56.0%
Lounge Seating: Bench w/Uph Seat, Wood Frame	Hancock; Neena; Kurv; Three Series	50.0%	50.0%	51.0%	52.0%	53.0%	55.0%	55.0%	56.0%

DISCOUNT OFF LIST PRICE/INSIDE DELIVERY							
TIER #1	TIER #2	TIER #3	TIER #4	TIER #5	TIER #6	TIER #7	TIER #8
\$1 - \$50,000	\$50,001 - \$150,000	\$150,001 - \$300,000	\$300,001 - \$500,000	\$500,001 - \$750,000	\$750,001 - \$1,000,000	\$1,000,001 - \$1,500,000	\$1,500,001 AND OVER
51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	56.0%	57.0%
51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	56.0%	57.0%
51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	56.0%	57.0%
51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	56.0%	57.0%

CLASSIFICATION: MEETING AND CONFERENCE ROOM ITEMS	Max Awards: 2 Minimum Applications: 2	DISCOUNT OFF LIST PRICE/TURNKEY							
		TIER #1	TIER #2	TIER #3	TIER #4	TIER #5	TIER #6	TIER #7	TIER #8
APPLICATION:	VENDOR PRODUCT RECOMMENDATION:	\$1 - \$50,000	\$50,001 - \$150,000	\$150,001 - \$300,000	\$300,001 - \$500,000	\$500,001 - \$750,000	\$750,001 - \$1,000,000	\$1,000,001 - \$1,500,000	\$1,500,001 AND OVER
Meeting or Conference Room: Seating/ 4 Leg	Torsion; Strive; Rapture; Glimmer; MI6; Piretti; Versa; Dorsal; Xylon	50.0%	50.0%	51.0%	52.0%	53.0%	55.0%	55.0%	56.0%
Meeting or Conference Room: Seating/ 5 Star Base	Torsion; Engage; Impress; Impress Ultra; Strive; Glimmer; Kismet; Allude; Cinturon	50.0%	50.0%	51.0%	52.0%	53.0%	55.0%	55.0%	56.0%
Meeting Room: Modular Tables, Modular w/Power & Data Option	Datalink; All Terrain; Datalink Multipurpose; Hurry Up; Trek; Synthesis; Portico; Barron; Inquire;	46.0%	46.0%	47.0%	48.0%	49.0%	50.0%	51.0%	52.0%

DISCOUNT OFF LIST PRICE/INSIDE DELIVERY							
TIER #1	TIER #2	TIER #3	TIER #4	TIER #5	TIER #6	TIER #7	TIER #8
\$1 - \$50,000	\$50,001 - \$150,000	\$150,001 - \$300,000	\$300,001 - \$500,000	\$500,001 - \$750,000	\$750,001 - \$1,000,000	\$1,000,001 - \$1,500,000	\$1,500,001 AND OVER
51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	56.0%	57.0%
51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	56.0%	57.0%
49.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%	55.0%

Exhibit B - Discount off List

Conference Room: Modular Tables, Wood Top	Trek; Venue, Synthesis	46.0%	46.0%	47.0%	48.0%	49.0%	50.0%	51.0%	52.0%	49.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%	55.0%
CLASSIFICATION: TECHNOLOGY TOOLS	Max Awards: 3 Minimum Applications: 2	DISCOUNT OFF LIST PRICE/TURNKEY								DISCOUNT OFF LIST PRICE/INSIDE DELIVERY							
		TIER #1	TIER #2	TIER #3	TIER #4	TIER #5	TIER #6	TIER #7	TIER #8	TIER #1	TIER #2	TIER #3	TIER #4	TIER #5	TIER #6	TIER #7	TIER #8
APPLICATION:	VENDOR PRODUCT RECOMMENDATION:	\$1 - \$25,000	\$25,001 - \$50,000	\$50,001 - \$75,000	\$75,001 - \$100,000	\$100,001 - \$150,000	\$150,001 - \$250,000	\$250,001 - \$500,000	\$500,001 AND OVER	\$1 - \$50,000	\$50,001 - \$150,000	\$150,001 - \$300,000	\$300,001 - \$500,000	\$500,001 - \$750,000	\$750,001 - \$1,000,000	\$1,000,001 - \$1,500,000	\$1,500,001 AND OVER
Technology Tools: Office Monitor Arms	Accessories	45.0%	45.0%	46.0%	47.0%	48.0%	49.0%	50.0%	51.0%	47.0%	47.0%	48.0%	49.0%	50.0%	51.0%	52.0%	53.0%
Technology Tools: Keyboard Trays with Non- Handed Mouse Pad	Accessories	48.0%	48.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%	50.0%	50.0%	51.0%	52.0%	53.0%	54.0%	55.0%	56.0%

Exhibit B - Discount off List

VENDOR: Krueger International, Inc.  
CLASSIFICATION: STUDENT AREAS

		DISCOUNT OFF LIST PRICE/TURNKEY								DISCOUNT OFF LIST PRICE/INSIDE DELIVERY							
APPLICATION:	VENDOR PRODUCT RECOMMENDATION:	TIER #1 \$1 - \$50,000	TIER #2 \$50,001 - \$150,000	TIER #3 \$150,001 - \$300,000	TIER #4 \$300,001 - \$500,000	TIER #5 \$500,001 - \$750,000	TIER #6 \$750,001 - \$1,000,000	TIER #7 \$1,000,001 - \$1,500,000	TIER #8 \$1,500,001 AND OVER	TIER #1 \$1 - \$50,000	TIER #2 \$50,001 - \$150,000	TIER #3 \$150,001 - \$300,000	TIER #4 \$300,001 - \$500,000	TIER #5 \$500,001 - \$750,000	TIER #6 \$750,001 - \$1,000,000	TIER #7 \$1,000,001 - \$1,500,000	TIER #8 \$1,500,001 AND OVER
Cafeteria, Dining and Break Room Seating	Perry® Strive Glimmer Rapture Matrix Maestro	49.0%	49.0%	51.0%	52.0%	53.0%	55.0%	56.0%	57.0%	51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	57.0%	58.0%
Cafeteria Tables	Uniframe® Tables without Seating	42.0%	43.0%	44.0%	45.0%	46.0%	47.0%	48.0%	49.0%	44.0%	45.0%	46.0%	47.0%	48.0%	49.0%	50.0%	50.0%
Dining or Break Room Tables	Trek® Tables Barron Portico	46.0%	46.0%	47.0%	48.0%	49.0%	50.0%	51.0%	52.0%	49.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%	55.0%
Lab Instructor’s Stools	Torsion Stools Strive Stool Glimmer Stool	49.0%	49.0%	51.0%	52.0%	53.0%	55.0%	56.0%	57.0%	51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	57.0%	58.0%
Lecterns (Non AV)	N/A																
Library and Study Room Reading Tables	CrossRoads® Study Tables	45.0%	45.0%	46.0%	47.0%	48.0%	49.0%	50.0%	51.0%	47.0%	47.0%	48.0%	49.0%	50.0%	51.0%	52.0%	52.0%
Library and Study Room Seating	CrossRoads® Seating	45.0%	45.0%	46.0%	47.0%	48.0%	49.0%	50.0%	51.0%	47.0%	47.0%	48.0%	49.0%	50.0%	51.0%	52.0%	52.0%
Student ADA Tables (User Adjustable)	Genesis® Worksurfaces WorkZone	48.0%	48.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%	50.0%	50.0%	51.0%	52.0%	53.0%	54.0%	55.0%	56.0%
Student Area Benches. Armless	Hancock™ Benches Neena Banech Three Banch	49.0%	49.0%	51.0%	52.0%	53.0%	55.0%	56.0%	57.0%	51.0%	51.0%	52.0%	54.0%	55.0%	56.0%	57.0%	58.0%
Student Area Lounge Seating	Cody™ Lounge Lido Lounge Jessa Lounge	49.0%	49.0%	51.0%	52.0%	53.0%	55.0%	56.0%	57.0%	51.0%	51.0%	52.0%	54.0%	55.0%	56.0%	57.0%	58.0%
Student Classroom Desks , Non-Handed	360°® Classroom Furniture Dorsal Student Desk	45.0%	45.0%	46.0%	47.0%	48.0%	49.0%	50.0%	51.0%	47.0%	47.0%	48.0%	49.0%	50.0%	51.0%	52.0%	52.0%
Student Tablet Arm Chairs, Oversized	Piretti Strive Dorsal 1090	49.0%	49.0%	51.0%	52.0%	53.0%	55.0%	56.0%	57.0%	51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	57.0%	58.0%
Student Lab Stools W/ Back	Torsion Stools Strive Stool Glimmer Stool	49.0%	49.0%	51.0%	52.0%	53.0%	55.0%	56.0%	57.0%	51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	57.0%	58.0%
Student Lab Stools W/O Back	WS-15 Stool Mechanical and Laboratory Stools	49.0%	49.0%	51.0%	52.0%	53.0%	55.0%	56.0%	57.0%	51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	57.0%	58.0%
Student or Faculty Chairs, 4 Leg, Armless	Torsion® Strive Glimmer Dorsal	49.0%	49.0%	51.0%	52.0%	53.0%	55.0%	56.0%	57.0%	51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	57.0%	58.0%



Exhibit B - Discount off List

Student or Faculty Classroom Tables	DataLink® Multipurpose Synthesis Inquire Barron Portico Hurry Up	46.0%	46.0%	47.0%	48.0%	49.0%	50.0%	51.0%	52.0%	49.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%	55.0%
Study Library or Lab Study Carrels	CrossRoads® Study Carrels	45.0%	45.0%	46.0%	47.0%	48.0%	49.0%	50.0%	51.0%	47.0%	47.0%	48.0%	49.0%	50.0%	51.0%	52.0%	52.0%

COMPUTER CLASSROOMS/LABS		DISCOUNT OFF LIST PRICE/TURNKEY							
APPLICATION:	VENDOR PRODUCT RECOMMENDATION:	TIER #1 \$1 - \$50,000	TIER #2 \$50,001 - \$150,000	TIER #3 \$150,001 - \$300,000	TIER #4 \$300,001 - \$500,000	TIER #5 \$500,001 - \$750,000	TIER #6 \$750,001 - \$1,000,000	TIER #7 \$1,000,001 - \$1,500,000	TIER #8 \$1,500,001 AND OVER
AV Projector Mounts	N/A								
AV Lecterns	All Terrain® Binder Towers	46.0%	46.0%	47.0%	48.0%	49.0%	50.0%	51.0%	52.0%
Computer Lab Tables	InTandem® Table System DataLink Training Tables	46.0%	46.0%	47.0%	48.0%	49.0%	50.0%	51.0%	52.0%
Computer Lab Monitor Arms - Rigid (single or doulbe)	N/A								
Computer Lab Monitor Arms - Flexible (single or double)	N/A								
CPU Holders	N/A								
Laptop Charging Cart	N/A								
Student Computer Lab Seating, 5 Star Base	Torsion Task Chairs Strive Task Chair Glimmer Task Chair	49.0%	49.0%	51.0%	52.0%	53.0%	55.0%	56.0%	57.0%

DISCOUNT OFF LIST PRICE/INSIDE DELIVERY							
TIER #1 \$1 - \$50,000	TIER #2 \$50,001 - \$150,000	TIER #3 \$150,001 - \$300,000	TIER #4 \$300,001 - \$500,000	TIER #5 \$500,001 - \$750,000	TIER #6 \$750,001 - \$1,000,000	TIER #7 \$1,000,001 - \$1,500,000	TIER #8 \$1,500,001 AND OVER
49.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%	55.0%
49.0%	49.0%	50.0%	51.0%	52.0%	53.0%	54.0%	55.0%
51.0%	51.0%	53.0%	54.0%	55.0%	56.0%	57.0%	58.0%

Specialty		DISCOUNT OFF LIST PRICE/TURNKEY							
APPLICATION:	VENDOR PRODUCT RECOMMENDATION:	TIER #1 \$1 - \$50,000	TIER #2 \$50,001 - \$150,000	TIER #3 \$150,001 - \$300,000	TIER #4 \$300,001 - \$500,000	TIER #5 \$500,001 - \$750,000	TIER #6 \$750,001 - \$1,000,000	TIER #7 \$1,000,001 - \$1,500,000	TIER #8 \$1,500,001 AND OVER
Fixed Auditorium Seating with & without Tablet	Lancaster Auditorium Seating Concerto Auditorium Seating	44.0%	44.0%	46.0%	47.0%	48.0%	50.0%	51.0%	52.0%
Fixed Lecture Hall Seating with Tablet	Fixed Seating/Torsion Poly w/tablet, single unit, no swivel Fixed Seating/Strive Poly w/tablet, single unit, no swivel Fixed Seating/Dorsal Poly w/tablet, single unit, no swivel	44.0%	44.0%	46.0%	47.0%	48.0%	50.0%	51.0%	52.0%

DISCOUNT OFF LIST PRICE/INSIDE DELIVERY							
TIER #1 \$1 - \$50,000	TIER #2 \$50,001 - \$150,000	TIER #3 \$150,001 - \$300,000	TIER #4 \$300,001 - \$500,000	TIER #5 \$500,001 - \$750,000	TIER #6 \$750,001 - \$1,000,000	TIER #7 \$1,000,001 - \$1,500,000	TIER #8 \$1,500,001 AND OVER
46.0%	46.0%	48.0%	49.0%	50.0%	53.0%	54.0%	55.0%
46.0%	46.0%	48.0%	49.0%	50.0%	53.0%	54.0%	55.0%

**Exhibit B - Discount off List**

[illegible]