

SEIBOLD BAKER

MISC BUYING CONTRACTS

**DEALER
CONFIDENTIAL**

DATE REVISED

9to5 Seating 4/22/2024

OMNIA PARTNERS		PRICE LIST DATE: 2023		
END USER CAN PLACE PO VIA A DEALER OR DIRECTLY WITH 9to5 Seating LLC				
Reference the applicable dealer		Drop Shipped End User Discount	Dealer Compensation	Freight/Fees
Reference contract # 07-73	\$100 to \$70,000 List	54% off	26%	frt. included/add any current surcharge
	\$70,001 to \$140,000 List	55% off	26%	"
	\$140,001 to \$201,000 List	56% off	26%	"
	\$201,001 + List	negotiable	negotiated	"
	*@NCE seating (any \$ amount)	58%	28.75%	"
		Delivered/Installed End User Discount	Dealer Compensation	Freight/Fees
	\$100 to \$70,000 List	46% off	30%	frt. included/add any current surcharge
	\$70,001 to \$140,000 List	47% off	30%	"
	\$140,001 to \$201,000 List	48% off	30%	"
	\$201,001 + List	negotiable	negotiated	"
	*@NCE seating (any \$ amount)	51%	39%	"

TIPS - The Interlocal Purchasing System		PRICE LIST DATE: 2023		
END USER MUST PLACE PO DIRECTLY WITH TIPS, made out to 9to5 Seating LLC				
Include a copy of the product quote		Drop Shipped End User Discount	Dealer Compensation	Freight/Fees
Reference the applicable dealer	any size order	58% off	10%	included
Reference contract # 200301		Dealer can charge separately for installation & other services		

Alle Designs 4/22/2024

TIPS - The Interlocal Purchasing System		PRICE LIST DATE: CURRENT		
Tag PO: TIPS Contract #200301 & include a copy of the end user PO with order				
		End User Discount	Dealer Compensation	Freight/Fees
		Drop Shipped End User Discount		quoted per order contact factory
	All orders	40% off	10%	
		Dealer can charge separately for installation & other services		

Beaufurn 4/22/2024

TIPS - The Interlocal Purchasing System		PRICE LIST DATE: CURRENT		
Tag PO: TIPS Contract #200301 & include a copy of the end user PO with order				
		Drop Shipped End User Discount	Dealer Compensation	Freight/Fees
	All orders	45% off	18%	\$175.00 net/order if under \$3,000.00 list
		Dealer can charge separately for installation & other services		

BioFit 4/22/2024

TIPS - The Interlocal Purchasing System		PRICE LIST DATE: CURRENT		
Tag PO: TIPS Contract #(see below) & include a copy of the end user PO with order				
Contract # 230301 - Furniture, Furnishings & Svcs.		End User Discount	Dealer Compensation	Freight/Fees
Contract # 231104 - Commercial Cefeteria Equipment & Furniture		Drop Shipped End User Discount		standard freight terms as an additional cost
	All orders	25% off	based on 50/10 dealer discount	
		Dealer can charge separately for installation & other services		

PCA - Purchasing Cooperative of America		PRICE LIST DATE: CURRENT		
Tag PO: PCA Contract #PCA-OD-342-21 & include a copy of the end user PO with order				
		End User Discount	Dealer Compensation	Freight/Fees
		Delivered End User Discount		freight included
	All orders	25% off	based on 50/10 dealer discount	

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Boss Design 4/22/2024

ONMIA PARTNERS		PRICE LIST DATE: CURRENT	
Tag PO: NCPA Contract #07-69 & include a copy of the end user PO with order			
	End User Discount	Dealer Discount	Freight/Fees
	37% off	50/10	frt. included/add any current surcharge
Dealer can charge for installation & other services (separate line item on PO)			

TIPS - The Interlocal Purchasing System PRICE LIST DATE: CURRENT

Tag PO: TIPS Contract #200301 & include a copy of the end user PO with order			
	End User Discount	Dealer Discount	Freight/Fees
All orders	Drop Shipped End User Discount 45% off	50/10	quoted per order contact factory
Dealer can charge separately for installation & other services			

Calyx by Claridge 4/22/2024

BUYBOARD		PRICE LIST DATE: CURRENT ONLINE	
Contract #667-22			
END USER MUST PLACE PO DIRECTLY WITH BUYBOARD, MADE OUT TO CLARIDGE			
	Drop Shipped End User Discount	Dealer Compensation	Freight/Fees
any size order	55% off	12%	quoted per order contact factory
Dealer can charge for installation & other services			

E&I Cooperative Services PRICE LIST DATE: CURRENT ONLINE

Contract #EI00235-2022MA			
END USER CAN PLACE PO VIA A DEALER OR DIRECTLY WITH CLARIDGE			
	Drop Shipped End User Discount	Dealer Compensation	Freight/Fees
any size order	58% off	18%	quoted per order contact factory
Dealer can charge for installation & other services			

TIPS - The Interlocal Purchasing System PRICE LIST DATE: CURRENT

END USER MUST PLACE PO DIRECTLY WITH TIPS, MADE OUT TO CLARIDGE			
	End User Discount	Dealer Compensation	Freight/Fees
All orders	Drop Shipped End User Discount 61% off	12%	quoted per order contact factory
Dealer can charge separately for installation & other services			

EKO Contract 4/22/2024

NEAA (National Education Advancement Alliance)		PRICE LIST DATE: CURRENT ONLINE	
Tag PO: NEAA Contract #64812TN/Higher Education End User Name			
ALL ORDERS MUST BE PLACED BY END USER DIRECTLY WITH NEAA (in care of Dealer of Record)			
	Drop Shipped End User Discount	Dealer Compensation	Freight/Fees
All orders	52% off	12%	SPIFF ELIGIBLE (% varies) \$225.00 net/order if under \$8,000.00 list
Dealer can charge separately for installation & other services			

TIPS - The Interlocal Purchasing System PRICE LIST DATE: CURRENT ONLINE

Tag PO: TIPS Contract #180305 & include a copy of the end user PO with order			
	End User Discount	Dealer Compensation	Freight/Fees
\$1 to \$49,999 List	51% off	12%	\$225.00 net/order
\$50,000 to \$99,999 List	51.5% off	12%	if under \$8,000.00 list
\$100,000 + List	52% off	12%	
Dealer can charge separately for installation & other services			

Integra 4/22/2024

TIPS - The Interlocal Purchasing System		PRICE LIST DATE: CURRENT ONLINE	
ALL ORDERS MUST BE PLACED BY END USER DIRECTLY WITH TIPS AT TIPSPO@tips-usa.com. Tag PO: TIPS Contract #200301			
	End User Discount	Dealer Compensation	Freight/Fees
\$1 to \$100,000 List	50% off	10%	included on orders
\$100,001 to \$200,000	51% off	10%	over \$7,500 list. Orders
\$200,001 to \$300,000	52% off	10%	under \$7,500 list,
\$300,000 +	53% off	10%	add \$300 net
Dealer can charge separately for installation & other services			

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IOA 4/22/2024

PREMIER		PRICE LIST DATE: AUGUST 2021	
Tag PO: Premier Contract # PP-FA-1022and End User Name			
	End User Discount	Dealer Discount	Freight/Fees
\$1 to \$100,000 List	45% off	55% off	quoted per order contact factory
\$100,000 to \$500,000 List	47% off	55.45% off	
\$500,000 to \$900,000 List	48% off	55.90% off	
\$900,000 + List	49% off	56.35% off	
Dealer can charge separately for installation & other services			

KFI Studios 4/22/2024

OMNIA PARTNERS		PRICE LIST DATE: CURRENT ONLINE	
END USER CAN PLACE PO VIA A DEALER		<i>below applies to orders shipping east of the Mississippi</i>	
Reference contract # 11-18		SPIFF ELIGIBLE (\$ varies)	
Tag PO with end user name		Drop Shipped End User Discount	Dealer Compensation
\$1 to \$75,000 List	51% off	22.45%	included on orders over \$1,500 list. Orders under \$1,500, add \$100
\$75,001 to \$200,000 List	53% off	19.15%	
\$201,001 + List	negotiable	negotiated	

TIPS - The Interlocal Purchasing System		PRICE LIST DATE: CURRENT ONLINE	
ALL ORDERS MUST BE PLACED BY END USER DIRECTLY WITH TIPS AT TIPSPO@tips-usa.com.			
Tag PO: TIPS Contract #201101/230301		Drop Shipped End User Discount	Dealer Compensation
All orders	53% off	18%	included on orders over \$1,500 list. Orders under \$1,500, add \$100
Delivered & Installed	End User Discount	22%	
		51% off	

Lesro 4/22/2024

TIPS - The Interlocal Purchasing System		PRICE LIST DATE: CURRENT ONLINE	
Tag PO: TIPS Contract #230301/Dealer of Record: insert here (include copy of end user PO)			
	Drop Shipped End User Discount	Dealer Discount	Freight/Fees
All orders	55% off	50/20/2	included on orders over \$4,000 list. Orders under \$4,000, add 6% of list
Services (Pricing shown is at Net, not List):			
Hourly Layout and Design - Non Union \$80.00/Union \$80.00			
Hourly Installation - Non Union \$65.00/Union \$165.00			
Hourly Reconfiguration - Non Union \$65.00/Union \$165.00			
Hourly Project Management - Non Union \$80.00/Union \$165.00			

NorvaNivel 4/22/2024

Buyboard		PRICE LIST DATE: CURRENT ONLINE	
Tag PO: Buyboard Contract #66-22			
	Drop Shipped End User Discount	Dealer Discount	Freight/Fees
any size order	30% off	50/10	quoted per order contact factory
Installation: Dealer can charge up to \$150/hour			

PEPPM - Technology Bidding and Purchasing Program		PRICE LIST DATE: CURRENT ONLINE	
Tag PO: #536222: Educational and Classroom Furniture			
	Drop Shipped End User Discount	Dealer Discount	Freight/Fees
any size order	33% off	50/10	included on orders over \$500 net contact factory for minimum freight if under \$500 add 1.75% transaction fee
Installation: Dealer can charge up to 15% of net			

TIPS - The Interlocal Purchasing System		PRICE LIST DATE: CURRENT ONLINE	
Tag PO: TIPS Contract #23035			
	Drop Shipped End User Discount	Dealer Discount	Freight/Fees
any size order	25% off	50/10	over \$15,000.00 net, contact factory under \$15,000.00 net, add 20% of net
Installation: Dealer can charge \$625/hour not to exceed \$5,000 per day			

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OM Seating			4/22/2024
TIPS - The Interlocal Purchasing System			PRICE LIST DATE: CURRENT ONLINE
END USER MUST PLACE PO DIRECTLY WITH OM SEATING - Tag PO: TIPS Contract #230301/Dealer of Record: insert here			
	Drop Shipped End User Discount	Dealer Compensation	Freight/Fees
	48% off	diff. between dealer discount and end user sell discount	freight incl.
Dealer can charge separately for installation & other services			
Paragon Furniture			4/22/2024
OMNIA PARTNERS			PRICE LIST DATE: PL41 2023
Tag PO: Contract #07-112 & send PO to Paragon referencing the dealer			
	Drop Shipped End User Discount	Dealer Discount	Freight/Fees
\$1 to \$49,999 list	35% off	50%	quoted per order
\$50,000 list +	35% off	"	add freight - contact factory
	Delivered & Installed End User Discount		freight included
\$1 to \$49,999 list	30% off	50%	add freight - contact factory
\$50,000 list +	30% off	"	freight included
TIPS - The Interlocal Purchasing System			PRICE LIST DATE: PL41 1/9/2023
END USER MUST PLACE PO DIRECTLY WITH PARAGON - Tag PO: TIPS Contract #230301/Dealer of Record: insert here			
	Drop Shipped End User Discount	Dealer Discount	Freight/Fees
\$1 to \$25,000 list	30% off	50%	quoted per order
\$25,001 +	tbd	tbd	contact factory
Installation: Dealer can charge \$150/hour (minimum of \$500 per trip), not to exceed \$2,000			
Sandler Seating			4/22/2024
TIPS - The Interlocal Purchasing System			PRICE LIST DATE: 2019
ALL ORDERS MUST BE PLACED BY END USER DIRECTLY WITH TIPS AT TIPSPO@tips-usa.com. Tag PO: TIPS Contract #200301			
Users must sign up to be members at www.tips-usa.com			
	End User Discount	Dealer Compensation	Freight/Fees
any dollar amount	50%	10%	included
Dealer Design Services - \$50/hour			
Dealer Installation Services - not to exceed 12% of end user sell price			
SIXINCH			4/22/2024
TIPS - The Interlocal Purchasing System			PRICE LIST DATE: CURRENT ONLINE
Tag PO: TIPS Contract #201101 & include a copy of the end user PO with order			
	End User Discount	Dealer Discount	Freight/Fees
any dollar amount	45%	55%	not included
freight quoted by factory			

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SurfaceWorks 4/22/2024

TIPS - The Interlocal Purchasing System PRICE LIST DATE: CURRENT ONLINE

Tag PO: TIPS Contract #200301 & include a copy of the end user PO with order

SPIFF ELIGIBLE (with signed dealer agreement)

	Drop Shipped End User Discount	Dealer Discount	Freight/Fees
\$1 - \$34,999 List	52%	50/17	Free freight on orders over \$5,000.00 list under \$5,000 list, add \$175.00
\$35,000 - \$99,999 List	54%	50/17/3	
\$100,000 - \$149,999 List	55.20%	50/17/5	
\$150,000 - \$224,999 List	56.75%	50/17/7	
\$250,000 + List	57.55%	50/17/9	
	Delivered/Installed End User Discount	Dealer Discount	Freight/Fees
\$1 - \$34,999 List	44%	50/17	Free freight on orders over \$5,000.00 list under \$5,000 list, add \$175.00
\$35,000 - \$99,999 List	45%	50/17/3	
\$100,000 - \$149,999 List	46.00%	50/17/5	
\$150,000 - \$224,999 List	47.00%	50/17/7	
\$250,000 + List	48.56%	50/17/9	
	Design Services	\$66.00 per hour	
	Installation Services (non-union, non-prevailing wage)	\$75.00 per hour	

OMNIA PARTNERS PRICE LIST DATE: CURRENT ONLINE

Tag PO: Contract #07-123 Furniture & include a copy of the end user PO with order

effective: September 21, 2022 – September 30, 2025

SPIFF ELIGIBLE (with signed dealer agreement)

	End User Discount	Dealer Discount	Freight/Fees
\$1 - \$35,000 List	48%	50/15	Free freight on orders over \$5,000.00 list under \$5,000 list, add \$175.00
\$35,001 - \$99,999 List	50%	50/17	
\$100,000 - \$149,999 List	52.00%	50/17/3	
\$150,000 - \$224,999 List	54.00%	50/17/5	
\$250,000 + List	56.00%	50/17/7	
Dealer can charge separately for installation & other services			

Workrite and Line of Sight 4/22/2024

TIPS - The Interlocal Purchasing System PRICE LIST DATE: CURRENT ONLINE

ALL ORDERS MUST BE PLACED BY END USER DIRECTLY WITH TIPS AT TIPSPO@tips-usa.com

Users must sign up to be members at www.tips-usa.com

Eligible Products:
All products are eligible

	End User Discount	Dealer Compensation	Freight/Fees
	50% off list	15%	included
larger projects can be negotiated for deeper discount and a slight compensation reduction			
Installation @ \$90/man hour additional charge			

OMNIA PARTNERS PRICE LIST DATE: CURRENT ONLINE

Contract # R221005

Eligible Products:
All products are eligible

	End User Discount	Dealer Compensation	Freight/Fees
	50% off list	15%	included