

STATE OF OHIO  
DEPARTMENT OF ADMINISTRATIVE SERVICES  
GENERAL SERVICES DIVISION  
OFFICE OF PROCUREMENT SERVICES  
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

AMENDMENT FOR CHANGE  
AMENDMENT NO. 1

TO: ALL STATE AGENCIES, STATE INSTITUTIONS OF HIGHER EDUCATION AND PROPERLY REGISTERED COOPERATIVE PURCHASING MEMBERS OF THE COOPERATIVE PURCHASING PROGRAM OF THE DEPARTMENT OF ADMINISTRATIVE SERVICES, AS APPLICABLE.

FROM: HUGH QUILL, DIRECTOR, DEPARTMENT OF ADMINISTRATIVE SERVICES

SUBJECT: STATE TERM SCHEDULE - OFFICE FURNITURE

Attached are pages 3, 4 and 7 to this contract. Remove these pages from the existing contract and replace with the attached pages on the effective and/or revision date.

This amendment is issued to indicate corrections made to the delivered & installed first tier discount structure for Answer, Universal Worksurface, Universal Pedestals and for Service Parts; correction made on second tier price structure for Details effective with all orders issued on or after January 11, 2008.

All other prices, terms and conditions remain unchanged.

Questions regarding this Amendment and/or the Requirements Contract may be directed to:

Philip Murray  
philip.murray@das.state.oh.us

This amendment, the State Term Schedule and any additional amendments thereto are available from the DAS website at the following address:



<http://www.ohio.gov/procure>

Affected Contractor(s):

90977  
Steelcase, Inc.  
1122 Prospect Ave.  
Cleveland, OH 44115  
jmurphy@steelcase.com

**BASIC ORDER LIMITATIONS**

Minimum: \$15.00

Maximum: \$400,001 for Steelcase Steel, Answer, Universal Worksurfaces, Universal Pedistals, Criterion Seating, Leap, Think, Cachet, Turnstone brand products including Kick & Turnstone Underworksurface, Steelcase Wood, Elective Elements 5 & Elective Elements 6.

\$200,001 for Steelcase Design Partnership – Brayton Fast Track, Vecta Express, Polyvision Static Product & Room Scheduling. Agencies should contact Procurement Services when they expect to exceed the Maximum Order Limitation.

Rate Schedule: [Current Price List dated November 2007](#)

Discounts from List Price

**Sales Volume**

<u>Steelcase Other Than Exceptions Listed</u>	<u>Delivered Only</u>	<u>Delivered &amp; Installed</u>
\$1 - \$50,000	57.0%	50.0%
\$50,001 - \$200,000	58.0%	51.0%
\$200,001 - \$400,000	59.0%	52.0%

**Express 12 for the Above Products**

\$1 - \$50,000	54%	47%
\$50,001 - \$200,000	55%	48%

**Answer, Universal Worksurfaces, Universal Pedistals, Criterion Seating**

<u>Delivered Only</u>	<u>Delivered &amp; Installed</u>
\$1 - \$50,000	57.0%
\$50,001 - \$200,000	59.0%
\$200,001 - \$400,000	61.0%

**Express 12 for the Above Products**

\$1 - \$50,000	54%	47%
\$50,001 - \$200,000	56%	49%

**Leap, Think, Cachet**

<u>Delivered Only</u>	<u>Delivered &amp; Installed</u>
\$1 - \$50,000	50.0%
\$50,001 - \$200,000	51.0%
\$200,001 - \$400,000	52.0%

**Express 12 for the Above Products**

\$1 - \$50,000	47%	40%
\$50,001 - \$200,000	48%	41%

**Turnstone Brand Products including Kick & Underworksurface Peds**

<u>Delivered Only</u>	<u>Delivered &amp; Installed</u>
\$1 - \$50,000	53.0%
\$50,001 - \$200,000	55.0%
\$200,001 - \$400,000	57.0%

**Steelcase Wood Other than The Exceptions Listed**

<u>Delivered Only</u>	<u>Delivered &amp; Installed</u>
\$1 - \$50,000	49.0%
\$50,001 - \$200,000	51.0%
\$200,001 - \$400,000	52.0%

**Express 12 for the Above Products**

\$1 - \$50,000	46%	39%
\$50,001 - \$200,000	48%	41%

**Elective Elements 5, Elective Elements 6**

<u>Delivered Only</u>	<u>Delivered &amp; Installed</u>
\$1 - \$50,000	52.0%
\$50,001 - \$200,000	53.0%
\$20,001 - \$400,000	55.0%

**Express 12 for the above Products**

\$1 - \$50,000	49%	42%
\$50,001 - \$200,000	50%	43%

\* Indicates a correction made to the delivered & installed discount structure effective with all orders issued on or after January 11, 2008.

Discounts from List Price (cont')

	Delivered Only	Delivered & Installed
* Service Parts for All of the Above Product Categories		
All Order Sizes (List Price)	35.0%	28%

Steelcase Design Partnerships:

	Delivered Only	Delivered & Installed
Brayton & Brayton Healthcare, Metro, Vectra		
\$1 - \$50,000	48.0%	41.0%
\$50,001 - \$200,000	50.0%	43.0%

	Delivered Only	Delivered & Installed
Brayton Fast Track, Vecta Express		
Any Size Order (List Price)	44.0%	37.0%

	Delivered Only	Delivered & Installed
Polyvision Static Products & Room Scheduling Systems		
\$1 - \$50,000	48.0%	41.0%
\$50,001 - \$200,000	50.0%	43.0%

	Delivered Only	Delivered & Installed
* Details		
\$1 - \$50,000	49.0%	42.0%
\$50,001 - \$100,000	50.0%	43.0%

Exceptions:

All Price List: New Products

Steelcase Steel & Wood Price Lists: Stow Davis, Siento, Secant, Post & Beam, Technology Wall & Port, Move, Leap Worklounge & Ottoman

Brayton & Brayton Healthcare Price Lists: Master Collection, Special Products

Details Price Lists: Special Products

Ancillary Services:

Design Services:	\$65.00 per hour
Storage:	\$0.65 per square foot
Project Management:	\$55.00 per hour
TYGA Boxes:	\$3.00 each
Reconfiguration Services:	\$50.00 per hour regular business hours – 7:00 am – 5:00 pm
	\$75.00 per hour evenings – after 5:00 pm & Saturday
	\$100.00 per hour Sunday/Holiday
Move Labor:	\$40.00 per hour regular business hours – 7:00 am – 5:00 pm
	\$60.00 per hour evenings – after 5:00 pm & Saturday
	\$80.00 per hour Sunday/Holiday

Ohio's prevailing wage is determined by the Ohio Department of Commerce. The prevailing wage rates by county and classification may be located at [www.com.state.oh.us/ODOC/](http://www.com.state.oh.us/ODOC/) Please review this site for each new project, as rates and classifications may change often.

Pursuant to Ohio Law (ORC 153) the professional design services purchases from this contract will not exceed twenty-five thousand dollars (\$25,000) on any project.

Ohio Department of Administrative Services (ODAS) Handbook, Chapter 11, provides the procedures for all purchases of professional design services, construction, repairs and maintenance that apply to this contract (STS). [www.procure.ohio.gov/pdf/handbookbychapters.pdf](http://www.procure.ohio.gov/pdf/handbookbychapters.pdf)

\* Indicates corrections made to the delivered & installed for service parts also correction made on the second tier for details effective with all orders issued on or after January 11, 2008.

SUMMARY OF AMENDMENTS

<b>Amendment Number</b>	<b>Revision Date</b>	<b>Description</b>
1	01/11/08	Indicates a corrections made to the delivered & installed first tier discount structure for Answer, Universal Worksurface, Universal Pedestals and for Service Parts; correction made on second tier price structure for Details effective with all orders issued on or after January 11, 2008.