

Bld No.: OT90516
 Req No.: MAC029
 Req. Dollar Amt.: \$3 Million & Over
 Opening Date: 03/21/16
 Buyers Name: DRC - OPI
 Product Description: OPI Furniture Systems and Movable Walls Unassembled / Unfinished

Bidders Name	3D & A Display	Bay Products						Compatico Inc.	CFS	John R. Wald Company Inc.							Krueger	M/W International	Nightingale	Norix	RSFI	Unisource Office Furniture Parts			
Manufacturer		Ivars USA	Hickory Leather Company (HLC) Signature	Hickory Leather Company (HLC) HUGG	Silver Seating	KFI Seating	Grand Rapids Chair Company		Open Plan Systems	Humanscale, Freedom Task & Freedom Headrest	Humanscale, Liberty Task	Humanscale, World Chair	HumanScale, Smart Chair	Humanscale, Cinto Chair	Compel Office Furniture	Seating Inc.	Krueger International		Nightingale Corp.						
Category - I - Seating																									
Discount from list if order under \$50,000.00		Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	63% (Kits) 57% (Finished)	57%		64%	62%	60%	64%	61%	43%	60%	60%	0%		55%						
Discount from list if order \$50,000.01 < \$100,000.00		Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	63% (Kits) 57% (Finished)	57%		64%	62%	60%	64%	61%	43%	60%	60%	1%		58%						
Discount from list if order \$100,000.01 < \$150,000.00		Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	63% (Kits) 57% (Finished)	57%		64%	62%	60%	64%	61%	43%	60%	60%	2%		58%						
Discount from list if order is over \$150,000.01		Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	63% (Kits) 57% (Finished)	57%		64%	62%	60%	64%	61%	43%	60%	60%	3%		58%						
Discount from list for replacement parts		Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	Tiered Net Pricing in Pricebook 0%	57%	57%		64%	55%	55%	55%	55%	55%	55%	55%	0%		50%						
Design and Consultation Services		\$0.00 / Hour	\$0.00 / Hour	\$0.00 / Hour	\$0.00 / Hour	\$0.00 / Hour	\$0.00 / Hour	\$60.00 / Hour + Expenses	\$50.00 / Hour	\$50.00 / Hour	\$50.00 / Hour	\$50.00 / Hour	\$50.00 / Hour	\$50.00 / Hour	\$50.00 / Hour	\$50.00 / Hour	\$71.00 / Hour		\$0.00 / Hour						
Minimum Order Size for FOB Destination, Freight Prepaid Orders		\$0.00 / Order	\$0.00 / Order	\$0.00 / Order	\$0.00 / Order	\$0.00 / Order	\$0.00 / Order	\$2,500 / Net Order	\$50.00 / Order	\$50.00 / Order	\$50.00 / Order	\$50.00 / Order	\$50.00 / Order	\$50.00 / Order	\$50.00 / Order	\$50.00 / Order	\$0 / Order		\$16,000 / Order						
Manufacturer		Tayco Panelink LTD Metropolis Collaborate, Metropolis	Tayco Panelink LTD Cosmopolitan, Go Table, UP, Concourse, One Touch, Scene & Panelink	Tayco Panelink LTD VES	Wisconsin Bench Mfg.			Open Plan Systems									Krueger International	MW International							
Category - II - Office Furniture Laminate																									
Discount from list if order under \$50,000.00		58%	63%	77%	All quotes custom N/A			72%									0%	65%							
Discount from list if order \$50,000.01 < \$100,000.00		59%	65%	77%	All quotes custom N/A			72%									1%	65%							
Discount from list if order \$100,000.01 < \$150,000.00		60%	67%	77%	All quotes custom N/A			72%									2%	65%							
Discount from list if order is over \$150,000.01		61%	68%	77%	All quotes custom N/A			72%									3%	65%							
Discount from list for replacement parts		0%	0%	77%				72%									0%	50%							
Design and Consultation Services					\$0.00 / Hour			\$60.00 / Hour + Expenses	\$50.00 / Hour	\$50.00 / Hour							\$71.00 / Hour	\$95.00 / Hour							
Minimum Order Size for FOB Destination, Freight Prepaid Orders					\$0.00 / Order			\$2,500 / Net Order	\$50.00 / Order	\$50.00 / Order							\$0 / Order	\$25,000 / Order							
Manufacturer		Right Angle Products	ESI Ergonomics					Open Plan Systems	ISE-Ergonomics	Compel Office Furniture							Krueger International							JAM International	
Category - III - Table Bases and Accessories																									
Discount from list if order under \$50,000.00		63.2%	66.5%					79%	52.00%	60.00%							0%							Net - 0%	
Discount from list if order \$50,000.01 < \$100,000.00		63.2%	66.5%					79%	57.00%	60.00%							1%							Net - Less 2%	
Discount from list if order \$100,000.01 < \$150,000.00		63.2%	66.5%					79%	57.00%	60.00%							2%							Net - Less 5%	
Discount from list if order is over \$150,000.01		63.2%	66.5%					79%	57.00%	60.00%							3%							Net - Less 5%	
Discount from list for replacement parts		63.2%	66.5%					79%	52.00%	60.00%							0%							Net - Less 0%	
Design and Consultation Services		\$0.00 / Hour	\$0.00 / Hour					\$60.00 / Hour + Expenses	\$50.00 / Hour	\$50.00 / Hour							\$71.00 / Hour							\$80.00 / Hour	
Minimum Order Size for FOB Destination, Freight Prepaid Orders		\$0.00 / Order	\$0.00 / Order					\$2,500 / Net Order	\$50.00 / Order	\$50.00 / Order							\$0 / Order							\$1.00 / Order	
Manufacturer		Tayco Panelink LTD Metropolis Collaborate, Metropolis	Tayco Panelink LTD Cosmopolitan, Go Table, UP, Concourse, One Touch, Scene & Panelink	Tayco Panelink LTD VES	Great Openings			Open Plan Systems	ISE- Ergonomics								Krueger International								
Category - IV - Free Standing Desk Systems																									
Discount from list if order under \$50,000.00		58%	63%	77%	73%			79%	52.00%								0%								
Discount from list if order \$50,000.01 < \$100,000.00		59%	65%	77%	73%			79%	57.00%								1%								
Discount from list if order \$100,000.01 < \$150,000.00		60%	67%	77%	73%			79%	57.00%								2%								
Discount from list if order is over \$150,000.01		61%	68%	77%	73%			79%	57.00%								3%								
Discount from list for replacement parts		0%	0%	77%	73%			79%	52.00%								0%								
Design and Consultation Services		\$0.00 / Hour	\$0.00 / Hour	\$0.00 / Hour	\$0.00 / Hour			\$60.00 / Hour + Expenses	\$50.00 / Hour								\$71.00 / Hour								
Minimum Order Size for FOB Destination, Freight Prepaid Orders		\$0.00 / Order	\$0.00 / Order	\$0.00 / Order	\$0.00 / Order			\$2,500 / Net Order	\$50.00 / Order								\$0 / Order								

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Bidders Name	3D & A Display	Bay Products						Compatico Inc.	CFS	John R. Wald Company Inc.							Krueger	M/W International	Nightingale	Norix	RSFI	Unisource Office Furniture Parts						
Manufacturer		Great Openings	Aurora Storage Systems	Hirsh Industries				Compatico, Inc.	Open Plan Systems											Krueger International								Matal Arc Inc.
Category - V - Metal Storage Systems																												
Discount from list if order under \$50,000.00		73%	50%	Tiered Net Delivered Pricing in Pricebook 0%				65%	79%											0%								Net - 0%
Discount from list if order \$50,000.01 < \$100,000.00		73%	50%	Tiered Net Delivered Pricing in Pricebook 0%				69%	79%											1%								Net - Less 2%
Discount from list if order \$100,000.01 < \$150,000.00		73%	50%	Tiered Net Delivered Pricing in Pricebook 0%				69%	79%											2%								Net - Less 5%
Discount from list if order is over \$150,000.01		73%	50%	Tiered Net Delivered Pricing in Pricebook 0%				69%	79%											3%								Net - Less 5%
Discount from list for replacement parts		73%	50%	Tiered Net Delivered Pricing in Pricebook 0%				65%	79%											0%								Net - Less 0%
Design and Consultation Services		\$0.00 / Hour	\$0.00 / Hour	\$0.00 / Hour				\$45.00 / Hour	\$60.00 / Hour + Expenses											\$71.00 / Hour								\$80.00 / Hour
Minimum Order Size for FOB Destination, Freight Prepaid Orders		\$0.00 / Order	\$0.00 / Order	2 Qty / Order				\$1.00 / Order	\$2,500 / Net Order											\$0 / Order								\$1.00 / Order
Manufacturer		Tayco Panelink LTD Metropolis Collaborate, Metropolis	Tayco Panelink LTD Cosmopolitan, Go Table, UP, Concourse, One Touch, Scene & Panelink	Tayco Panelink LTD VES	AIS Products Divi, Matrix, Oxygen, Aloft & Calibrate	AIS Products Unassembled Divi Panel Kit	AIS Products Compete Casegoods	Compatico, Inc.	Open Plan Systems											Krueger International	M/W International						RSFI Office Furniture	
Category - VI - Modular Office Systems																												
Discount from list if order under \$50,000.00		58%	63%	77%	71% - 80%	74.5% - 81%	78.5% - 81%	65%	79%											0%	65.00%						77%	
Discount from list if order \$50,000.01 < \$100,000.00		59%	63%	77%	80% - 80.5%	81% - 81.5%	81%	69%	79%											1%	65.00%						79%	
Discount from list if order \$100,000.01 < \$150,000.00		60%	67%	77%	80.5% - 81%	81.5% - 82%	82%	69%	79%												2%	65.00%					79%	
Discount from list if order is over \$150,000.01		61%	68%	77%	81% - 82.25%	82.5% - 83%	81.5% - 82.5%	69%	79%												3%	65.00%					79%	
Discount from list for replacement parts		0%	0%	77%	0%	0%	0%	65%	79%												0%	50.00%					77%	
Design and Consultation Services		\$0.00 / Hour	\$0.00 / Hour	\$0.00 / Hour	\$0.00 / Hour	\$0.00 / Hour	\$0.00 / Hour	\$45.00 / Hour	\$60.00 / Hour + Expenses												\$71.00 / Hour	\$95.00 / Hour					\$49.00 / Hour	
Minimum Order Size for FOB Destination, Freight Prepaid Orders		\$0.00 / Order	\$0.00 / Order	\$0.00 / Order	\$0.00 / Order	\$0.00 / Order	\$0.00 / Order	\$1.00 / Order	\$2,500 / Net Order											\$0 / Order	\$25,000 / Order						\$1.00 / Order	
Manufacturer		ESI Ergonomics	Right Angle Products						Open Plan Systems	Humanscale, 2G and 5G Keyboard Systems	Humanscale, M2 and M8 Monitor Arms	Humanscale, Mflex Monitor Arms	Humanscale, Horizon and Vision Task Lights	Humanscale, QuickStand and QuickStand Lite	Humanscale, QuickStand with Freestanding Base					Krueger International								Multiple
Category - VII - Ergonomic Accessories																												
Discount from list if order under \$50,000.00		66.5%	63.2%					79%	72.00%	60.00%	64.00%	57.00%	60.00%	57.00%						0%								Net - 0%
Discount from list if order \$50,000.01 < \$100,000.00		66.5%	63.2%					79%	72.00%	60.00%	64.00%	57.00%	60.00%	57.00%						1%								Net - Less 2%
Discount from list if order \$100,000.01 < \$150,000.00		66.5%	63.2%					79%	72.00%	60.00%	64.00%	57.00%	60.00%	57.00%							2%							Net - Less 5%
Discount from list if order is over \$150,000.01		66.5%	63.2%					79%	72.00%	60.00%	64.00%	57.00%	60.00%	57.00%							3%							Net - Less 5%
Discount from list for replacement parts		66.5%	63.2%					79%	55.00%	60.00%	55.00%	55.00%	55.00%	55.00%							0%							Net - Less 0%
Design and Consultation Services		\$0.00 / Hour	\$0.00 / Hour					\$60.00 / Hour + Expenses	\$50.00 / Hour	\$50.00 / Hour	\$50.00 / Hour	\$50.00 / Hour	\$50.00 / Hour	\$50.00 / Hour	\$50.00 / Hour						\$71.00 / Hour							\$80.00 / Hour
Minimum Order Size for FOB Destination, Freight Prepaid Orders		\$0.00 / Order	\$0.00 / Order					\$2,500 / Net Order	\$50.00 / Order	\$50.00 / Order	\$50.00 / Order	\$50.00 / Order	\$50.00 / Order	\$50.00 / Order	\$50.00 / Order						\$0 / Order							\$1.00 / Order
Manufacturer		Cortech USA							Open Plan Systems											Krueger International								Norix Group
Category - VIII - Plastic Injection Mold Furnishings																												
Discount from list if order under \$50,000.00		45%						79%												0%								46.00%
Discount from list if order \$50,000.01 < \$100,000.00		45%						79%												1%								47.00%
Discount from list if order \$100,000.01 < \$150,000.00		45%						79%													2%							48.00%
Discount from list if order is over \$150,000.01		45%						79%													3%							49.00%
Discount from list for replacement parts		45%						79%													0%							46.00%
Design and Consultation Services		\$0.00 / Hour						\$60.00 / Hour + Expenses													\$71.00 / Hour							\$100.00 / Hour
Minimum Order Size for FOB Destination, Freight Prepaid Orders		\$0.00 / Order						\$2,500 / Net Order													\$0 / Order							\$1,000.00 / Order
Manufacturer	3D & A Display	DanSign	Pro-Lite																									
Category - IX - Signage																												
Discount from list if order under \$50,000.00	45%	40%	Custom Quote N/A																									
Discount from list if order \$50,000.01 < \$100,000.00	45%	40%	Custom Quote N/A																									
Discount from list if order \$100,000.01 < \$150,000.00	45%	40%	Custom Quote N/A																									
Discount from list if order is over \$150,000.01	45%	40%	Custom Quote N/A																									
Discount from list for replacement parts	45%	40%	Custom Quote N/A																									
Design and Consultation Services	\$90.00 / Hour	\$0.00 / Hour	\$0.00 / Hour																									
Minimum Order Size for FOB Destination, Freight Prepaid Orders	\$200 / Order	\$0.00 / Order	\$0.00 / Order																									