County of Fairfax, Virginia

NOTICE OF AWARD

OCT 1 0 2012

CONTRACT TITLE: Office Furniture and Related Services and Solutions

RFX NUMBER: 2000000330

COMMODITY CODE: 42594

CONTRACT PERIOD: January 1, 2013, through December 31, 2016

RENEWALS: 4 Renewals, 1 year at a time

SUPERSEDES CONTRACT: RQ07-878957-20

CONTRACTORS:	SUPPLIER CODE	CONTRACT NUMBER
Haworth, Inc. One Haworth Center Holland MI 49423 Contact: Cyndi Kamps Telephone: 616-393-1645 E-Mail: Cyndi.kamps@haworth.com Payment Terms: Net 30 days	1000011672	4400003402
Herman Miller, Inc. 855 East Main Ave. P. O. Box 302 Zealand, MI 49464 Contact: Dave Gillman, Contract Manager Telephone: 616-654-8375 E-Mail: dave_gillman@hermanmiller.com Payment Terms: Net 30 days	1000011666	4400003403
Knoll, Inc. 1235 Water Street East Greenville, PA 18041 Contact: Steve Robinson, Vice President Telephone: 202-973-0410 E-Mail: Steven_M_Robinson@knoll.com Payment Terms: Net 30 days	1000011430	4400003404

Department of Purchasing & Supply Management
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035-0013
Website: www.fairfaxcounty.gov/dpsm
Phone (703) 324-3201, **TTY:** 1-800- 828-1140, **Fax:** (703) 324-3681

PRICES: See Attached

DELIVERY: N/A

FOB: Destination

DPSM CONTACT: George Bright, Contract Specialist
Telephone: 703-324-3215
E-mail: george.bright@fairfaxcounty.gov

ORDERING INSTRUCTIONS:
Any county department may enter a shopping cart into FOCUS indicating the item/service required, the quantity, the payment terms, and the delivery date. The shopping cart must include the contract number in the appropriate field. Requests exceeding the County small purchase order threshold ($10,000) will be routed for approval and a purchase order will be executed.

George Bright

George Bright, CPPB
Contract Specialist Supervisor

DISTRIBUTION:

Department of Finance – Accounts Payable
Facilities Management Dept. – Rhinda Edwards/e
Facilities Management Dept. – Cathy Spaine/e
Facilities Management Dept. – Shirley Dowell/e
U. S. Communities
2033 N. Main St. Suite 700
Walnut Creek, CA 94596
Attn: Corey Imhoff
Mary Pelfrey

Contract Specialist – G. Bright
Asst. Contract Spec. – Team 2

FAIRFAX COUNTY CONTRACT

4400003402

ATTACHMENT A
PRICE SHEET - HAWORTH'S MULTIPLE AWARD CONTRACT

PRODUCT	Manufacturer Discount Percent from List Price (or other objectively verifiable criteria)					
	List Price	Drop Ship*	Inside Delivery	Basic Installation*	Expanded Installation*	Volume Discounts (Use more columns as necessary.)
UniGroup NW/WT, PLACES NW/WT and FW, UniGroup Too, Adaptabe Components	$1-$100,000 $100,001 and up	See Note Below	71% Negotiable	66% to 68.5% off list	64% to 68% off list	71% Negotiable
IF, RACE, PREMISE NW/WT, Moxie, Components, Compose	$1-$100,000 $100,001 and up	See Note Below	68% Negotiable	63% to 65.5% off list	61% to 65% off list	68% Negotiable
Accolade, Monaco, System 58, Improv, System12, Look, PLACES Too Casegoods, Files & Storage, 950 Series Files & Storage, Beside, X Series Casegoods, Files & Storage, V Series Casegoods, Files & Storage	$1-$50,000. $50,001 and up	See Note Below	63% Negotiable	58% to 60.5% off list	56% to 60% off list	63% Negotiable
X99	$1-$50,000 $50,001 and up	See Note Below	60% Negotiable	55% to 57.5% off list	53% to 57% off list	60% Negotiable
Patterns, Reside, Composites, Forenze, Galerie, Hello, Prescott, Tally, Tuxedo, ToDo Cassis, Candor, Lively, PLACES Wood Casegoods Varia, Orlando, Tripoli, York, Vancouver, Masters, Series K, Orlando LS	$1-$25,000 $25,001 and up	See Note Below	53% Negotiable	48% to 50.5% off list	46% to 50% off list	53% Negotiable
Tactics, 450 Series, Tempo, Planes, Compose Wood, Kinetics, Tempo, Zoo Chu	$1-$25,000 $25,001 and up	See Note Below	58% Negotiable	53% to 55.5% off list	51% to 55% off list	58% Negotiable
Jump Stuff, BRAZO, Boogie Board, Belong, European Product The Haworth Collection, BRAZO, Lim	$1-$10,000 $10,001 and up	See Note Below	41% Negotiable	36% to 38.5% off list	34% to 38% off list	41% Negotiable
Zody, Very, Very Task	$1-$25,000 $25,001 and up	See Note Below	55% Negotiable	50% to 52.5% off list	48% to 52% off list	55% Negotiable
Healthcare	$1-$100,000 $100,001 and up	See Note Below	47% Negotiable	42% to 44.5% off list	40% to 44% off list	47% Negotiable
Other Related Products						
Enclose Walls	$1-$100,000 $100,001-$500,000 $500,001 and up	See Note Below	55% 57% Negotiable	Architectural Products are quoted by project	Architectural Products are quoted by project	55% 57% Negotiable
Lifespace Walls	$1-$100,000 $100,001-$500,000 $500,001 and up	See Note Below	56% 58% Negotiable	Architectural Products are quoted by project	Architectural Products are quoted by project	56% 58% Negotiable
TecCrete Flooring	$1-$100,000 $100,000 and up	See Note Below	62% Negotiable	Architectural Products are quoted by project	Architectural Products are quoted by project	62% Negotiable
Powerweb	$1-$100,000 $100,001-$500,000 $500,001 and up	See Note Below	60% 62% Negotiable	Architectural Products are quoted by project	Architectural Products are quoted by project	60% 62% Negotiable

Additional Services and Solutions	Hourly Rates (A range is acceptable)	
Installation	$28	$36
After Hours Installation	$39	$54
Holidays and Sunday Installation	$56	$72
Design	$60	$75
Project Management	$35	$45
Asset Management	$18	$28
Refurbishment	$32	$42
	Monthly Fee Include any additional options offered	
Storage (per cubic square foot)	$0.95	$1.60

Other Related Services and Solutions	Hourly Rates	
Reconfiguration	$28	$36
After Hours Installation	$39	$54
Holidays and Sunday Installation	$56	$72

Note:
1. Drop Ship price includes product delivery to the site, the purchaser is responsible for unloading.
2. Inside Delivery price includes product delivered to the site and unloaded
3. Basic installation price to include inside delivery, uncrating, assembly, installation, removal of all debris from premises, installation documents and the bill of materials per the purchaser's approved plan and specifications.
4. Expanded Service Installation price to include basic installation; field measurements surveyed, documented and coordinated; electrical and tele/data infeed locations are surveyed, documented and coordinated; attend required coordination meetings with purchaser and other contractors; and creation and implementation of punch list by project manager

*Note:
1. Haworth's list pricing includes FOB destination and unloading at dock.
2. Installation pricing based on the following:
   a. Performed during normal business hours 7:00 am to 5:00 pm Monday through Friday – no holidays
   b. Non-union labor
   c. Free and clear access to loading docks and elevators
   d. Job site to be free and clear of other trades
   e. Reasonable access to Space
   f. Where applicable, Haworth will abide by union or prevailing wage rates

FAIRFAX COUNTY CONTRACT 4400003403

HERMAN MILLER

Attachment A
Price Sheet

Product	Manufacturer Discount Percent from List Price (or other objectively verifiable criteria)							
	List Price	Drop Ship	Inside Delivery	Basic Installation	Expanded Installation	Volume Discounts Orders Greater than $100K List Product Value	Volume Discounts Orders Greater than $400K List Product Value	Volume Discounts Single Source, Product Std., Hist. Vol., Mult. Yr. Agr.
Action Office, Prospects, Ethospace,	9/2/2011	69	67	64	62	+2 points	Negotiable	Negotiable
Canvas Office Landscape, Avive Tables	9/2/2011	69	67	64	62	+2 points	Negotiable	Negotiable
Herman Miller Eames Tbls (ET101-ET308)	9/2/2011	69	67	64	62	+2 points	Negotiable	Negotiable
Quadrant B&F Front Peds, Energy Mgr.	9/2/2011	69	67	64	62	+2 points	Negotiable	Negotiable
Thrive	9/2/2011	54	52	49	47	+2 points	Negotiable	Negotiable
Arrio, Resolve, Intersect	9/2/2011	53	51	48	46	+2 points	Negotiable	Negotiable
Ergon 3, Equa 2	9/2/2011	57	55	54	52	+2 points	Negotiable	Negotiable
Passage, My Studio	9/2/2011	50	48	45	43	+2 points	Negotiable	Negotiable
Sense Desking	9/2/2011	58	56	53	51	+2 points	Negotiable	Negotiable
Meridian Storage, Towers, Desks	9/2/2011	52	50	47	45	+2 points	Negotiable	Negotiable
Quadrant B&F Front Lateral Files	9/2/2011	52	50	47	45	+2 points	Negotiable	Negotiable
Meridian Peds and Files	9/2/2011	54	52	49	47	+2 points	Negotiable	Negotiable
Aeron, Mirra, Celle, Setu, Sayl	9/2/2011	51	49	48	46	+2 points	Negotiable	Negotiable
Embody	9/2/2011	49	47	46	44	+2 points	Negotiable	Negotiable
Ambi, Caper, Limerick, Aside	9/2/2011	53	51	50	48	+2 points	Negotiable	Negotiable
Everywhere Tables	9/2/2011	67	65	62	60	+2 points	Negotiable	Negotiable
Tu; Files, Peds, Storage, Towers, Q Tables	9/2/2011	65	63	60	58	+2 points	Negotiable	Negotiable
CoStruc, Action Lab, Casework	9/2/2011	51	49	46	44	+2 points	Negotiable	Negotiable
Carts	9/2/2011	12	10	7	5	+2 points	Negotiable	Negotiable
Geiger Seating, Tables & Casegoods	9/2/2011	51	49	46	44	+2 points	Negotiable	Negotiable
Teneo, CLT Tables, Classical, Celeste	9/2/2011	46	44	43	41	+2 points	Negotiable	Negotiable
Eames; Aluminum, Shell, Tandem	9/2/2011	46	44	43	41	+2 points	Negotiable	Negotiable
Swoop, Burdick Group, Innovative Prods.	9/2/2011	46	44	43	41	+2 points	Negotiable	Negotiable
International	9/2/2011	46	44	43	41	+2 points	Negotiable	Negotiable
Collection	9/2/2011	40	38	37	35	+2 points	Negotiable	Negotiable
Magis, Mattiazzi,	9/2/2011	40	38	37	35	+2 points	Negotiable	Negotiable
Eames Molded Plastic & Wire	9/2/2011	40	38	37	35	+2 points	Negotiable	Negotiable
Goetz, Stools	9/2/2011	40	38	37	35	+2 points	Negotiable	Negotiable
Other Related Products								
SitOnIt Seating	6/1/2012	54.5	52.5	51.5	49.5	+3.5 points	Negotiable	Negotiable
First Office Products*						**$26 -$200K**	**$ 200K +**	
Case Goods, Seating Tables	5/14/2012	54.7	52.7	49.7	47.7	+5 points	Negotiable	Negotiable
STAKS	6/4/2012	54.7	52.7	49.7	47.7	+5 points	Negotiable	Negotiable
Pulse	7/2/2012	54.7	52.7	49.7	47.7	+5 points	Negotiable	Negotiable
Intermix	7/16/2012	54.7	52.7	49.7	47.7	+5 points	Negotiable	Negotiable

* First Office volume discounts are based on customer sell at dock discount, all other products are based on total PO list product value.

FAIRFAX COUNTY CONTRACT
4400003403

HERMAN MILLER

Additional Services and Solutions	Hourly Rates (a range is acceptable)	
Installation	$ 35.00	$ 55.00
After hours installation	$ 52.50	$ 82.50
Design	$ 55.00	$ 75.00
Project Management	$ 55.00	$ 85.00
Asset Management	$ 55.00	$ 85.00
Refurbishment*	n/a	n/a
** HMI or our dealer will work with the customer to determine the best product disposition via our rePurpose program or Trade-in*	To Be Quoted	
	Monthly Fee (Include any additional options offered)	
Storage - *for planning only, actual cost to be quoted; in/out and other services, onsite and/or trailer storage are extra*	$1.40/sq. ft	$1.80/sq. ft.
Other Related Services and Solutions	**Hourly Rates**	
Reconfiguration	$ 35.00	$ 55.00
Strategic Planning Services	$ 100.00	$ 150.00
Occupancy Planning/ CAD Drafter	$ 60.00	$ 85.00
Build-Out Project Mgt. Services	$ 90.00	$ 110.00
FF&E Mgt. Services	$ 90.00	$ 110.00
** Travel expenses will be quoted extra*		
Performance Environments - (Ref Attach.)	To Be Quoted	

Note:

1. **Drop Ship** price includes product delivery to the site, the purchaser is responsible for unloading.
2. **Inside Delivery** price includes product delivered to the site and unloaded.
3. **Basic Installation** price to include inside delivery, uncrating, assembly, installation, removal of debris from premises, installation documents and the bill of materials per the purchaser's approved plan and specifications.
4. **Expanded Service Installation** price to include basic installation; field measurements surveyed, documented and coordinated; electrical and tele/data infeed locations are surveyed, documented and coordinated; attend required coordination meetings with purchaser and other contractors; and creation and implementation of punch list by project manager.

Installation & Delivery Services:

The service option discounts above include "standard" services only, subject to the conditions listed below. The discounts are "not to exceed" percentages that may be lower as quoted by the servicing dealer dependent on the specific project conditions. Additional charges and services shall be negotiated in advance of the service being performed.

Standard Services are Subject to the Following Conditions:

- Installation will be performed during normal weekday working hours.
- Adequate facilities for delivery, unloading, moving and staging/storing the product during the installation process shall be provided.
- Service work will shall not be hindered by other trades.
- Electric, heat, and adequate elevator service will be furnished without charge.
- The immediate installation area shall be complete and free of debris including the carpet/flooring before installation commences.
- Any work requiring a licensed electrician is the responsibility of the buyer.

Additional Charges May Apply For:

1) Orders of an aggregate quantity of 1 - 10 chairs, desks, files, peds - NTE $300 fee per delivery.
2) Major Metro Markets and any non-ground floor installation: NTE 1% - 3.5% of list product value
   - *Major Metro Markets include large population centers and urban environments.*
3) Installation in a clinical/medical environment: NTE 1% - 3.5% of list product value
4) Special restrictions or limits established by local laws, ordinances or the directions of the buyer, including but not limited to restrictions on transportations of materials, street access to the job site and/or dock facilities: NTE 1% - 3.5% of list product value
5) Installations outside of a 50 mile radius of the servicing dealer: NTE 1% - 2% of list product value.
6) Local Prevailing Wage and/or Union Labor Rates .

Any additional charges shall be quoted by the dealer and approved by the buyer prior to performance of the work.

NTE = Not To Exceed

Fairfax County CONTRACT
4400003404

Knoll

ATTACHMENT A PRICE SHEET						
Product	Manufacturer Discount Percent from List Price					
	List Price	Drop Ship	Inside Delivery	Basic Installation	Expanded Installation	Orders over $500,000 list
Systems Furniture:						
Equity	All*	69.5	66.5	61.5	59.5	negotiable
Morrison	All*	68.5	65.5	60.5	58.5	negotiable
Reff	All*	68.5	65.5	60.5	58.5	negotiable
Reuter	All*	68.5	65.5	60.5	58.5	negotiable
Currents	All*	68.5	65.5	60.5	58.5	negotiable
Autostrada	All*	68.5	65.5	60.5	58.5	negotiable
Dividends Horizon	All*	68.5	65.5	60.5	58.5	negotiable
Series 2	All*	68.5	65.5	60.5	58.5	negotiable
Antenna	All*	68.5	65.5	60.5	58.5	negotiable
Freestanding Furniture, Seating, Filing Systems and Equipment:						
Upstart	All*	68.5	65.5	60.5	58.5	negotiable
Template	All*	68.5	65.5	60.5	58.5	negotiable
Calibre	All*	59.5	56.5	51.5	49.5	negotiable
KnollExtra	All*	59.5	56.5	51.5	49.5	negotiable
Interaction	All*	59.5	56.5	51.5	49.5	negotiable
Crinion Open Table	All*	59.5	56.5	51.5	49.5	negotiable
Chadwick Seating	All*	59.5	56.5	51.5	49.5	negotiable
Essentials Work Chairs	All*	59.5	56.5	51.5	49.5	negotiable
Sapper Seating	All*	59.5	56.5	51.5	49.5	negotiable
Life Seating	All*	59.5	56.5	51.5	49.5	negotiable
RPM Seating	All*	59.5	56.5	51.5	49.5	negotiable
Generation, ReGeneration, Multi-Generation Seating	All*	59.5	56.5	51.5	49.5	negotiable
Moment Seating	All*	52	49	44	42	negotiable
Graham Collection	All*	59.5	56.5	51.5	49.5	negotiable
KnollStudio including Spark Seating	All*	52.5	49.5	44.5	42.5	negotiable
Renewal /Replacement Parts	All	40	n/a	n/a	n/a	negotiable
Other Related Products: None						

Additional Services and Solutions	Hourly Rates (A range is acceptable)	
	Non Union	Union
Installation	$70.72-$94.28	$140.31-$151.54
After hours installation	$106.08-$141.42	$210.47-$227.31
Design	87.55	
Project Management/Asset Management	70.72-94.28	$140.31-$151.54

Fairfax County CONTRACT
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Knoll

Refurbishment	**Quoted per job**	
	Monthly Fee (Include any additional options offered)	
Storage	**1.65/sq ft**	
Handling Costs	**70.72-94.28**	**$140.31-$151.54**
Other Related Services and Solutions	**Hourly Rates**	
None		

Note:
1. **Drop Ship** price includes product delivery to the site, the purchaser is responsible for unloading.
2. **Inside Delivery** price includes product delivered to the site and unloaded.
3. **Basic Installation** price to include inside delivery, uncrating, assembly, installation, removal of all debris from premises to client provided receptacle, installation documents and the bill of materials per the purchaser's approved plan and specifications.
4. **Expanded Service Installation** price to include basic installation; field measurements surveyed, documented and coordinated; electrical and tele/data infeed locations are surveyed, documented and coordinated; attend required coordination meetings with purchaser and other contractors; and creation and implementation of punch list by project manager.
5. **Normal Hours and Conditions:** Normal Hour rates apply to normal business hours defined as 7:00a.m. – 5:00p.m. local time Monday through Friday. Electricity and heat to be provided by client at no charge.
6. **After Hours** Rate shown for After Hours Installation applies to work performed outside of 7:00a.m.-5:00p.m. local time Monday through Saturday. Work performed on Sunday or Holidays subject to a rate double the normal installation hourly rate quoted.
7. ***Service Area:** Discounts shown (excluding drop ship delivery) apply to non-union installations located within 75 miles of a certified Knoll dealer. A service fee of $200 may apply to delivered /installed prices below $50,000 list of systems furniture and $25,000 list of freestanding furniture, seating, filing systems and equipment. Outside the 75 mile service area, a service fee of $500 may apply to delivered / installed prices below $50,000 list of systems furniture and $25,000 list of freestanding furniture, seating, filing systems and equipment.
8. **Terms:** All discounts are off Knoll current list price at time of order entry. FOB: Destination. Delivered and installed 90 days after receipt of order. Drop Ship pricing (Table A) and hourly rates would apply to union installations.
9. **Volume:** Discounts are negotiable for product line discounts of $500,000 list price or greater
10. **Exclusions:** Services required outside of the above parameters subject to additional charges. Examples may include: After hours or holiday work; staircase delivery; restricted access to building, elevator, loading dock, or abnormal working conditions. Project Management and Design Services rates would apply to specification and space planning services. Any work requiring installation of data/telecommunications or a licensed electrician is the responsibility of the client.
11.**Ren ewal / Replacement Parts** are individual parts that are not included in the published price list. They are individual parts that may be assembled to make the pattern numbers reflected in the Knoll price lists. This may include screws, brackets, paint, etc. typically used in reconfiguration.

Fairfax County CONTRACT
4400003404

Knoll

Table A: Drop Ship Delivery

KNOLL, INC. U.S.CO MMUNITIES CONTRACT SNAPSHOT

CONTRACT # _____

DELIVERY: 90 DAYS, FOB DESTINATION. DROP SHIP DELIVERY
PAYMENT TERMS: NET 30 DAYS

TERM: JANUARY 1, 2013-DECEMBER 31, 2016

Product Line	Single Order List Value	Discount from Current Commercial Price List
Equity	ALL ORDERS	69.5%
Morrison	ALL ORDERS	68.5%
Reff	ALL ORDERS	68.5%
Reuter	ALL ORDERS	68.5%
Currents	ALL ORDERS	68.5%
AutoStrada	ALL ORDERS	68.5%
Dividends Horizon	ALL ORDERS	68.5%
Series 2	ALL ORDERS	68.5%
Antenna	ALL ORDERS	68.5%
Upstart	ALL ORDERS	68.5%
Template	ALL ORDERS	68.5%
Calibre	ALL ORDERS	59.5%
Interaction	ALL ORDERS	59.5%
Crinion Open Table	ALL ORDERS	59.5%
KnollExtra	ALL ORDERS	59.5%
Chadwick	ALL ORDERS	59.5%

Fairfax County CONTRACT
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Knoll

Product Line	Single Order List Value	Discount from Current Commercial Price List
Essentials Work Chairs	ALL ORDERS	59.5%
Sapper Seating	ALL ORDERS	59.5%
Life	ALL ORDERS	59.5%
RPM	ALL ORDERS	59.5%
Generation/ ReGeneration/ MultiGeneration	ALL ORDERS	59.5%
Moment	ALL ORDERS	52%
Graham Collection	ALL ORDERS	59.5%
Studio Including Spark Seating	ALL ORDERS	52.5%
Renewal Parts	ALL ORDERS	40%

Knoll Contract Confirmation Numbers:

- *C0027765- Direct Orders*
- *C0032199- Dealer Held Orders*

Fairfax County CONTRACT
4400003404

Knoll

Table A: Drop Ship Delivery

KNOLL, INC. U.S. COMMUNITIES CONTRACT SNAPSHOT

Ordering Address Direct Orders:

Knoll Inc.
c/o Participating Dealer
1235 Water Street
East Greenville, PA 18041

Payment Address- Direct Orders:

Knoll Inc.
P.O. Box 841366
Dallas, TX 75284-1366

Note: Purchase orders can also be issued to local Knoll dealer.

SERVICES *To be quoted on a project-by-project basis subject to job conditions at rates as follows:*		
Design Services:	Rate is $87.55 per hour	
Storage:	$1.65 per square foot. Handling costs negotiated on a case by case basis at below rates.	
Installation, Project Management, Reconfiguration, and Asset Management Rates:	$70.72-$94.28	per hour non-union
	$140.31-$151.54	per hour union

Note:
1. **Drop Ship Delivery** price includes product delivery to the site, the purchaser is responsible for unloading.
2. **Inside Delivery** price includes product delivered to the site and unloaded.
3. **Basic Installation** price to include inside delivery, uncrating, assembly, installation, removal of all debris from premises to client provided receptacle, installation documents and the bill of materials per the purchaser's approved plan and specifications.
4. **Expanded Service Installation** price to include basic installation; field measurements surveyed, documented and coordinated; electrical and tele/data infeed locations are surveyed, documented and coordinated; attend required coordination meetings with purchaser and other contractors; and creation and implementation of punch list by project manager.
5. **Normal Hours and Conditions:** Normal Hour rates apply to normal business hours defined as 7:00a.m. – 5:00p.m. local time Monday through Friday. Electricity and heat to be provided by client at no charge.
6. **After Hours** Rate shown for After Hours Installation applies to work performed outside of 7:00a.m.-5:00p.m. local time Monday through Saturday. Work performed on Sunday or Holidays subject to a rate double the normal installation hourly rate quoted.
7. **T erms:** All discounts are off Knoll current list price at time of order entry. FOB: Destination. Delivered and installed 90 days after receipt of order. Drop Ship delivery pricing (Table A) and hourly rates would apply to union installations.
8. **Volume:** Discounts are negotiable for product line discounts of $500,000 list price or greater
9. **Exclusions:** Services required outside of the above parameters subject to additional charges. Examples may include: After hours or holiday work; staircase delivery; restricted access to building, elevator, loading dock, or abnormal working conditions. Project Management and Design Services rates would apply to specification and space planning services. Any work requiring installation of data/telecommunications or a licensed electrician is the responsibility of the client.
10. **Renewal / Replacement Parts** are individual parts that are not included in the published price list. They are individual parts that may be assembled to make the pattern numbers reflected in the Knoll price lists. This may include screws, brackets, paint, etc. typically used in reconfiguration.

Fairfax County CONTRACT
4400003404

Knoll

Table B: Products and Services

KNOLL, INC. U.S.CO MMUNITIES CONTRACT SNAPSHOT

CONTRACT # _____

DELIVERY: 90 DAYS, FOB DESTINATION PRODUCTS AND SERVICES
PAYMENT TERMS: NET 30 DAYS

TERM: JANUARY 1, 2013-DECEMBER 31, 2016

Product Discounts Including Services. Discounts from Current Commercial Price List

Product:	Minimum List Price	Inside Delivery*	Basic Installation*	Expanded Installation*
Furniture Systems Discounts:				
Equity	$50,000	66.5	61.5	59.5
Morrison	$50,000	65.5	60.5	58.5
Reff	$50,000	65.5	60.5	58.5
Reuter	$50,000	65.5	60.5	58.5
Currents	$50,000	65.5	60.5	58.5
AutoStrada	$50,000	65.5	60.5	58.5
Dividends	$50,000	65.5	60.5	58.5
Series 2	$50,000	65.5	60.5	58.5
Antenna	$50,000	65.5	60.5	58.5
Freestanding Furniture, Seating, Filing Systems and Equipment:				
Upstart	$25,000	65.5	60.5	58.5
Template	$25,000	65.5	60.5	58.5
Calibre	$25,000	56.5	51.5	49.5
Interaction	$25,000	56.5	51.5	49.5
Crinion Open Table	$25,000	56.5	51.5	49.5
Extra	$25,000	56.5	51.5	49.5
Chadwick	$25,000	56.5	51.5	49.5
Essentials Work Chairs	$25,000	56.5	51.5	49.5
Sapper Seating	$25,000	56.5	51.5	49.5
Life	$25,000	56.5	51.5	49.5
RPM	$25,000	56.5	51.5	49.5
Generation/Regeneration/ MultiGeneration	$25,000	56.5	51.5	49.5
Moment	$25,000	49	44	42

Fairfax County CONTRACT
4400003404

Knoll

Product:	Minimum List Price	Inside Delivery	Basic Installation	Expanded Installation
Graham Collection	$25,000	56.5	51.5	49.5
Studio Including Spark Seating	$25,000	49.5	44.5	42.5
Renewal Parts	all	n/a	n/a	n/a

Knoll Contract Confirmation Numbers:

- *C0027765- Direct Orders*
- *C0032199- Dealer Held Orders*

C
Fairfax County CONTRACT
4400003404

Knoll

Table B: Products and Services

KNOLL, INC. U.S. COMMUNITIES CONTRACT SNAPSHOT

Ordering Address Direct Orders:

Knoll Inc.
c/o Participating Dealer
1235 Water Street
East Greenville, PA 18041

Payment Address- Direct Orders:

Knoll Inc.
P.O. Box 841366
Dallas, TX 75284-1366

Note: Purchase orders can also be issued to local Knoll dealer.

SERVICES *To be quoted on a project-by-project basis subject to job conditions at rates as follows:*	
Design Services:	Rate is $87.55 per hour
Storage:	$1.65 per square foot. Handling costs negotiated on a case by case basis at below rates.
Installation, Project Management, Reconfiguration, and Asset Management Rates:	$70.72-$94.28 per hour non-union $140.31-$151.54 per hour union

Note:
1. Drop Ship Delivery price includes product delivery to the site, the purchaser is responsible for unloading.
2. Inside Delivery price includes product delivered to the site and unloaded.
3. Basic Installation price to include inside delivery, uncrating, assembly, installation, removal of all debris from premises to client provided receptacle, installation documents and the bill of materials per the purchaser's approved plan and specifications.
4. Expanded Service Installation price to include basic installation; field measurements surveyed, documented and coordinated; electrical and tele/data infeed locations are surveyed, documented and coordinated; attend required coordination meetings with purchaser and other contractors; and creation and implementation of punch list by project manager.
5. Normal Hours and Conditions: Normal Hour rates apply to normal business hours defined as 7:00a.m. – 5:00p.m. local time Monday through Friday. Electricity and heat to be provided by client at no charge.
6. After Hours Rate shown for After Hours Installation applies to work performed outside of 7:00a.m.-5:00p.m. local time Monday through Saturday. Work performed on Sunday or Holidays subject to a rate double the normal installation hourly rate quoted.
7. *Service Area: Discounts shown (excluding drop ship delivery) apply to non-union installations located within 75 miles of a certified Knoll dealer. A service fee of $200 may apply to delivered / installed prices below $50,000 list of systems furniture and $25,000 list of freestanding furniture, seating, filing systems and equipment. Outside the 75 mile service area, a service fee of $500 may apply to delivered / installed prices below $50,000 list of systems furniture and $25,000 list of freestanding furniture, seating, filing systems and equipment.
8. Terms: All discounts are off Knoll current list price at time of order entry. FOB: Destination. Delivered and installed 90 days after receipt of order. Drop Ship Delivery pricing (Table A) and hourly rates would apply to union installations.
9. Volume: Discounts are negotiable for product line discounts of $500,000 list price or greater
10. Exclusions: Services required outside of the above parameters subject to additional charges. Examples may include: After hours or holiday work; staircase delivery; restricted access to building, elevator, loading dock, or abnormal working conditions. Project Management and Design Services rates would apply to specification and space planning services. Any work requiring installation of data/telecommunications or a licensed electrician is the responsibility of the client.
11.Renewal / Replacement Parts are individual parts that are not included in the published price list. They are

individual parts that may be assembled to make the pattern numbers reflected in the Knoll price lists. This may include screws, brackets, paint, etc. typically used in reconfiguration.