

**National IPA Discount Matrix**  
**Allsteel Inc. National IPA Bid #P15-150-DT**

<b>Products</b>	<b>List per Order</b>	<b>Discount From List</b>
Stride Systems, Terrace DNA, Concensys, Optimize, Further, Involve Casegoods, Approach, Stride Desking, Stride Benching, Pedestals, Overheads, Worksurfaces, Electrical & Accessories, Altitude Tables	\$1 - \$100,000	69.5%
	\$100,001 - \$400,000	71.0%
	\$400,001 & Above	Negotiable
Lateral Files, Vertical Files, Storage (Towers, Bookcases, & Cabinets), Align Laterals, Align Storage, Align Credenzas, Stride Storage, Involve Storage	\$1 - \$100,000	64.0%
	\$100,001 - \$400,000	65.0%
	\$400,001 & Above	Negotiable
Trooper, Tolleson, & Nimble Seating	\$1 - \$100,000	64.0%
	\$100,001 - \$400,000	64.0%
	\$400,001 & Above	Negotiable
#19, Relate, Sum, Scout, Seek, Inspire, & Access Seating	\$1 - \$100,000	61.0%
	\$100,001 - \$400,000	61.0%
	\$400,001 & Above	Negotiable
Acuity, Mimeo, Lyric & Quip Seating	\$1 - \$100,000	58.0%
	\$100,001 - \$400,000	58.0%
	\$400,001 & Above	Negotiable
Get Set, Merge, & Aware Tables	\$1 - \$100,000	64.0%
	\$100,001 - \$400,000	64.0%
	\$400,001 & Above	Negotiable
Wood Casegoods (Align Wood), Stride Painted Wood Casegoods Veneer	\$1 - \$100,000	60.0%
	\$100,001 - \$400,000	60.0%
	\$400,001 & Above	Negotiable
Gather Seating, Gather Tables, Harvest Tables, Clarity Seating, Parallel Seating, New Product Offering	\$1 - \$100,000	51.0%
	\$100,001 - \$400,000	54.0%
	\$400,001 & Above	Negotiable
Accessories (Wand & Link Lights, Ergonomic tools)	\$1 - \$100,000	55.0%
	\$100,001 - \$400,000	57.0%
	\$400,001 & Above	Negotiable

Additional Charges

**Additional Charges May Apply for**

\*If there are other conditions that would cause additional charges to be applied please list and define how these will be charged for. Service percentages should be expressed as an additional percent of the total product list value

Service	Percent or Per Labor Hour Additional Charge
Inside Delivery-Upper Levels Non-Seating	Negotiable on a per project basis
Inside Delivery-Upper Levels Seating	Negotiable on a per project basis
Union & Prevailing Wage Non Seating	Prevailing Wages discount will be dock delivery plus line item quote of install.
Union & Prevailing Wage Seating	Prevailing Wages discount will be dock delivery plus line item quote of install.
Major Metro Market and Upper Floor Installation	Negotiable on a per project basis
Installation outside of a <b>100</b> mile range of a the servicing dealer	Negotiable on a per project basis

Supplemental Services

**Supplemental Services**

\*If there are other supplemental services that the proposer may want to offer, please list and detail the charge per labor hour for the service.

Service	Per Labor Hour Charge
<b>Project Management Services</b>	<b>(NTE = "Not to Exceed")</b>
Furniture Project Management	NTE \$90.00/hr but quoted per job
Furniture Project Coordination	NTE \$90.00/hr but quoted per job
Reconfiguration Services	NTE \$125.00/hr but quoted per job
Design (outside of standard services)	NTE \$90.00/hr but quoted per job
Strategic Planning Services	NTE 120.00/hr but quoted per job
<b>Occupancy Planning Services</b>	
Occupancy Planner	NTE \$75/hr but quoted per job
CAD Drafter	NTE \$75/hr but quoted per job
Build Out Project Management Services	NTE \$90.00/hr
Fixtures, Furniture and Equipment Management Services	To be quoted per job
Fixtures, Furniture and Equipment Storage Services	To be quoted per job

**From:** [Hermann, Cindy \(HNI Corp\)](#)  
**To:** [Christine Dorantes](#)  
**Subject:** FW: Allsteel Inc. request to add new products  
**Date:** Thursday, September 3, 2020 5:04:57 PM  
**Attachments:** [image003.png](#)  
[OMNIA Partners County of DuPage Contract P15-150 Discount Matrix 20200821.pdf](#)

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Hi Christine,

For your reference, below is the email approval from County of DuPage to add Allsteel's new products to Contract P15-150-DT. Attached is the update discount matrix for posting to the website.

Thank you,

Cindy Hermann

Public Sector Contract Analyst

HNI Corporation  
Cell 563.316.9655  
[hermannc@hnicorp.com](mailto:hermannc@hnicorp.com)



HNI Corporation

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**From:** McGuire, James <[James.McGuire@dupageco.org](mailto:James.McGuire@dupageco.org)>  
**Sent:** Monday, August 31, 2020 11:11 AM  
**To:** AllsteelGovContracts <[AllsteelGovContracts@allsteeloffice.com](mailto:AllsteelGovContracts@allsteeloffice.com)>  
**Subject:** Re: [EXTERNAL] Allsteel Inc. request to add new products

This is approved.

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**From:** AllsteelGovContracts <[AllsteelGovContracts@allsteeloffice.com](mailto:AllsteelGovContracts@allsteeloffice.com)>  
**Sent:** Monday, August 31, 2020 10:53 AM  
**To:** McGuire, James <[James.McGuire@dupageco.org](mailto:James.McGuire@dupageco.org)>  
**Subject:** FW: Allsteel Inc. request to add new products

Hello James,

Please advise if the Allsteel new product additions are approved for the OMNIA Partners County of DuPage contract.

Thank you,

# Cindy Hermann

Public Sector Contract Analyst

HNI Corporation  
Cell 563.316.9655  
[hermannc@hnicorp.com](mailto:hermannc@hnicorp.com)



HNI Corporation

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**From:** AllsteelGovContracts <[AllsteelGovContracts@allsteeloffice.com](mailto:AllsteelGovContracts@allsteeloffice.com)>  
**Sent:** Friday, August 21, 2020 9:59 AM  
**To:** [james.mcguire@dupageco.org](mailto:james.mcguire@dupageco.org)  
**Cc:** Christine Dorantes <[christine.dorantes@omniapartners.com](mailto:christine.dorantes@omniapartners.com)>; AllsteelGovContracts <[AllsteelGovContracts@allsteeloffice.com](mailto:AllsteelGovContracts@allsteeloffice.com)>  
**Subject:** Allsteel Inc. request to add new products

Please accept this email as Allsteel's request to add the following new product lines to our OMNIA Partners County of DuPage Contract #P15-150. Attached are the price lists or pricer pages along with an updated discount matrix for posting to the OMNIA Partners website.

- Gallery Panels – falls under the Systems product category already awarded on contract
- A6 Altitude Tables (extension of the Altitude Tables currently on contract) – falls under the Systems product category already awarded on contract
- COVID Accessory products
  - Metal Table Screens – falls under the Systems product category already awarded on contract
  - Acrylic Table Screens – falls under the Systems product category already awarded on contract
  - Universal Panel Stacker – falls under the Systems product category already awarded on contract
  - Height-Adjustable Table Foot Control – falls under the Systems product category already awarded on contract
  - Hands Free Pulls – falls under the Accessories (Wand & Link Lights, Ergonomic tools) product category already awarded on contract
  - Hand Sanitizer Solutions – falls under the Accessories (Wand & Link Lights, Ergonomic tools) product category already awarded on contract
  - Wall Mounted Sanitizer Holder – falls under the Accessories (Wand & Link Lights, Ergonomic tools) product category already awarded on contract
  - Acrylic Freestanding Screens – falls under the Accessories (Wand & Link Lights, Ergonomic tools) product category already awarded on contract
- Recharge (expansion) – this product line is currently on contract and falls under the Gather

Collection (nka Social Collaborative Seating/Tables/Conferencing) product category

- Two-Thirds – falls under the Gather Collection (nka Social Collaborative Seating/Tables/Conferencing) product category already awarded on contract

Please advise of the County's approval or if you have any questions.

Thank you,

Cindy Hermann

Public Sector Contract Analyst

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HNI Corporation

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