

**Region 4 Education Service Center Discount Matrix**  
**Allsteel Inc. Contract #R142201-Furniture and Installation**

Products	List per Order	Discount From List
Stride Systems, Terrace, 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
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, Retreat 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
Beyond*	\$1 - \$200,000	55.3%**
	\$200,001 & Above	Negotiable

\*Authorized Beyond dealers only. Please contact [beyonddeservices@allsteeloffice.com](mailto:beyonddeservices@allsteeloffice.com) for additional information. See below for Approved Beyond Services.

**Approved Furniture Services:**

Fee	Type	Rate
Install	Negotiated	NTE 25% net product total/order; a minimum charge of \$175.00 per order may apply.
Design	Negotiated	NTE \$90/hr
Project Management	Negotiated	NTE \$90/hr
Reconfiguration	Negotiated	NTE \$125/hr
Storage	Negotiated	NTE \$5/sq ft/month

(NTE = "Not to exceed")

**Approved Beyond Services:**

Fee	Type	Rate
Install	Negotiated	NTE exceed \$130/lineal foot***
Design	Negotiated	NTE \$90/hr
Project Management	Negotiated	NTE \$90/hr
Reconfiguration	Negotiated	NTE \$125/hr

(NTE = "Not to exceed")

\*\* Due to the extremely custom nature of demountable walls, list prices are part of the CET Designer software.

\*\*\* Installation costs noted are for normal work hours, non-union wages. Union, prevailing wage, overtime, weekend work will be negotiated on a case-by-case basis.

\*\*\*\* Prices for Allsteel Beyond Architectural Walls Product do not include applicable sales taxes or freight. These charges will be listed as separate line items on the quote, purchase order, and invoice, unless otherwise agreed to in writing, and each charge is contingent upon final destination of product. All applicable taxes and freight charges will be added to Allsteel's invoice, and customer agrees to pay the same.