



Manufacturer's Discounts:

Smith System:

- Product percentage off list discount for delivered and installed tier remains the same (25% off list, delivery & installation included).
- Adding a drop-ship tier of 35% off list price
- Adding a "negotiated" pricing tier for projects over \$200,000 in **Smith System product list price**. This allows OWP and MUSD to negotiate deeper discounts with Smith System for larger projects.
- All prices are based on current **Smith System** price list.
- See attached "Statement of Line" discounting sheet for details on non-bid items.
- No product price increases to exceed 5% as noted in the initial bid requirements.

Steelcase:

- See attached revised bid sheet pricing for awarded Steelcase items.
- See attached "Statement of Line" discounting sheet for details on non-bid items.
- All "Statement of Line" list prices are based on current **Steelcase** price list.
- No product price increases to exceed 5% as noted in the initial bid.

Services

The following is a proposed percentage-based services agreement. The goal is to have a transparent structure in place to provide MUSD visibility to pricing for these services. These percentages are based on a similar agreement One Workplace has in place with the University of California / California State University system, adjusted to account for relative volume and product mix.

Installation:

- **For Steelcase product**, standard Installation charges not to exceed 7% of total project product list price for items that are not "delivery & installation included".
- **For Steelcase product**, Prevailing Wage Installation charges not to exceed 11.5% of total project product list price for items that are not "delivery & installation included".
- **For Smith System product**, standard Installation charges not to exceed 9% of total project product list price for items that are not "delivery & installation included".
- **For Smith System product**, Prevailing Wage Installation charges not to exceed 14% of total project product list price for items that are not "delivery & installation included".
- Standard Installation Conditions: M-F: 8am-4pm, Single Phase, Non-Union Wages.

- If orders are received at the One Workplace warehouse, a warehouse fee of 2.5% of total sell price will apply. This fee will not apply to orders received direct to site at client locations.
- Prevailing Wage Installation Conditions: M-F: 8am-4pm, Single Phase, Prevailing Wage.
- Site is to be clear and prepared for installation.
- Removal or disposal of existing furniture is not included.

Design & Planning:

- **For Steelcase product**, Design & Planning charges not to exceed 3% of total project product list price.
- **For Smith System product**, Design & Planning charges not to exceed 4% of total project product list price.
- Standard Design Services: Initial Creative & Conceptual Design, CAD Space Planning, Technical Product Specification, 3D Renderings, Fabric & Finish Selection. One initial concept, (1) major revision and (1) minor revision are covered in Standard Design services. All Design services beyond "standard" will be subject to additional hourly fees at the current One Workplace rate. (\$85/hr.) Any additional Design & Planning fees beyond "standard" will be reviewed and mutually agreed upon prior to being performed.

Project Management:

- **For Steelcase product**, Project Management charges not to exceed 3% of total project product list price.
- **For Smith System product**, Project Management charges not to exceed 4% of total project product list price.
- Standard Project Management Services: Field verification, coordination with other trades, delivery scheduling, installation supervision, quality assurance and punch list resolution.
- Standard Project Management services cover a one phase installation on regular hours (M-F, 8am-4pm).
- All Project Management services beyond "standard" will be subject to additional hourly fees at the current One Workplace rate. (\$80/hr.)
- Any additional Project Management fees beyond "standard" will be reviewed and mutually agreed upon prior to being performed.

Notes:

*Unless otherwise noted above, all terms from the existing agreement on bid # 14.1 between One Workplace and MUSD remain valid.

*All revised terms above will remain in place one year from the date of MUSD board approval.

*With this extension, we enter the 4th year of a possible 5-year contract term as outlined in the initial bid documents.



Date: 3.20.17

Trevor E. Croghan
Director, One Workplace Learning Environments

Date: _____

Cheryl Jordan
Superintendent, Milpitas Unified School District

