Fields of Opportunities

STATE OF IOWA
MASTER AGREEMENT
Contract Declaration and Execution

MA 005 **4263A**

EFFECTIVE BEGIN DATE: 06-01-2017
EXPIRATION DATE: 05-31-2018

VENDOR:
IOWA OFFICE INTERIORS
STOREY KENWORTHY/MATT PARROTT

309 LOCUST ST
DES MOINES, IA 50309

VENDOR CONTACT:
Jennifer Peterson
PHONE: 515-232-4161
EMAIL: jpeterson@storeykenworthy.com

ISSUER:
Julie Janssen
EXT: 3417 **PHONE:** (515) 281-5602
EMAIL: julie.janssen@iowa.gov

FOB: FOB Dest, Freight Prepaid

Contract For: Office Furniture

The parties agree to comply with the terms and conditions on the following attachments which are by this reference made a part of the Agreement.

Attachments are on file with the Department of Administrative Service - Central Procurement.

Attachment 1: Competitive Solicitation RFP61934 conducted by Iowa State University.

Attachment 2: Contractor's Response to Competitive Solicitation RFP61934 (except for any contractor objection or amendment to the Competitive Solicitation Document requirements that the State has not explicitly agreed to in writing)

Attachment 3: Contractor's Cost (final pricing documentation) Response to competitive solicitation document RFP61934.

The parties agree to comply with the terms and conditions pursuant to the RFP 61934 conducted by Iowa State University which are by this reference made a part of the Agreement.

FOB Shipping Point, Prepaid allowed

Payment Terms N30

Sales Contact Information
Name: Jennifer Peterson
Phone: 515-232-4161 x 3417
Email: Jpeterson@storeykenworthy.com

RENEWAL OPTIONS

AUTHORIZED DEPARTMENT

IN WITNESS WHEREOF, this Agreement has been executed by the parties hereto.

CONTRACTOR	STATE OF IOWA
CONTRACTOR'S NAME (If other than an individual, state whether a corp, partnership, etc. Iowa Office Interiors dba Storey Kenworthy	**AGENCY NAME** DAS CENTRAL PROCUREMENT & FLEET ENTERPRISE
BY (Authorized Signature) **Date Signed** 5-31-17	**BY (Authorized Signature)** **Date Signed** Julie Janssen 5/31/17
Printed Name and Title of Person Signing Jennifer Peterson, VP of Design & Client Relations	**Printed Name and Title of Person Signing** Julie Janssen, Purchasing Agent III
Address 1333 Ohio St / Des Moines, IA 50314	**Address** Hoover Building, 3rd Floor 1305 E Walnut Street Des Moines, Iowa 50319

LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
1	0.00000	EA	425	$ 0.000000
				$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

FURNITURE: OFFICE

Office & School Furniture: manufacturers listed

The contractual agreement and attachments for the purchase of office furniture, interior design services and installation of office furniture effective June 01, 2017 between the State of Iowa and Iowa Office Interiors, dba Storey Kenworthy Inc. The product lines include: Allsteel, HON, Gunlocke, HBF, Workrite, Humanscale, National Office Furniture, ArtcoBell, Midwest Folding and Palliser Furniture.

Please reference attachments for more information

Attached Exhibit A updated 5-12-17

TERMS AND CONDITIONS

Goods Effective 1 May 16

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement. General Terms and Conditions for goods contracts are posted at: https://das.iowa.gov/sites/default/files/procurement/pdf/050116%20terms%20goods.pdf

AMENDMENT NO. 2
CONTRACTUAL AGREEMENT
FOR THE PURCHASE OF ALLSTEEL SYSTEMS OFFICE FURNITURE, DESKS, STORAGE, OTHER OFFERED PRODUCT LINES AND RELATED COMPANY SERVICES

This Amendment No. 2 (hereafter Amendment) to the above referenced Agreement shall be effective JUNE 1ST, 2017 by and between IOWA STATE UNIVERSITY OF SCIENCE AND TECHNOLOGY (hereafter ISU) and IOWA OFFICE INTERIORS, DBA STOREY KENWORTHY INC. (hereafter STOREY KENWORTHY). It is mutually agreed as follows:

1.2 **Contract Term** The contract period will be renewed for the additional (5) year period, from June 1, 2017 through May 31, 2022, using the same terms, conditions, provisions and contract pricing, with the exception of any mutually agreeable modifications.

All terms and conditions of the initial Agreement remain in effect, except as modified by this Amendment. Having read and understood this Amendment to the Contractual Agreement in WITNESS WHEREOF, the parties have hereunto signed this Agreement Amendment and caused it to be executed.

IOWA OFFICE INTERIORS
DBA - STOREY KENWORTHY INC.
1333 Ohio Street
Des Moines, IA 50314

By: _____

~~Dave Kenworthy~~ JOHN KENWORTHY
President

Date: 5-23-17

IOWA STATE UNIVERSITY OF
SCIENCE AND TECHNOLOGY
3616 Administrative Services Building
Ames, IA 50011

By: _____

Tisha Campbell
Procurement Agent

Date: 5/19/17

Discount Price Schedule - Revised 5/12/17; ISU/State Of Iowa Contract

EXHIBIT A - Allsteel

Products	Combined Allsteel List Per Order	End-User Discount Direct ship orders under $12,500 list subject to freight charges Orders over $12,500, free freight
SYSTEMS - Including Optimize, Concensys, Terrace, Stride and Further	**$1 - $50,000**	**72.0%**
	$50,000 - $250,000	**75.0%**
	$250,000 and above	Negotiable
Lateral & Vertical Files (Includes Align Laterals)	**$1 - $50,000**	**63.5%**
	$50,000 - $250,000	**68.0%**
	$250,000 and above	Negotiable
Metal Storage (Cabinets/Towers/Bookcases), Align Credenzas, Involve Casegoods/Storage	**$1 - $50,000**	**61.2%**
	$50,000 - $250,000	**63.5%**
	$250,000 and above	Negotiable
Stride Benching/Stride Laminate and Wood Casegoods	**$1 - $50,000**	**60.0%**
	$50,000 - $250,000	**62.5%**
	$250,000 and above	Negotiable
Altitude Height Adjustable Workstations	**$1 - $50,000**	**69.4%**
	$50,000 - $250,000	**70.6%**
	$250,000 and above	Negotiable
Relate/Access Seating	**$1 - $50,000**	**60.6%**
	$50,000 - $250,000	**62.6%**
	$250,000 and above	Negotiable
#19 Seating	**$1 - $50,000**	**62.4%**
	$50,000 - $250,000	**64.7%**
	$250,000 and above	Negotiable
Acuity Seating	**$1 - $50,000**	**61.8%**
	$50,000 - $250,000	**64.7%**
	$250,000 and above	Negotiable
Inspire Seating	**$1 - $50,000**	**60.0%**
	$50,000 - $250,000	**63.5%**
	$250,000 and above	Negotiable
Seek Seating	**$1 - $50,000**	**58.8%**
	$50,000 - $250,000	**61.2%**
	$250,000 and above	Negotiable
Scout Seating	**$1 - $50,000**	**59.5%**
	$50,000 - $250,000	**63.5%**
	$250,000 and above	Negotiable
Nimble, Tolleson, Trooper Seating	**$1 - $50,000**	**63.5%**
	$50,000 - $250,000	**68.0%**
	$250,000 and above	Negotiable
Quip Seating	**$1 - $50,000**	**58.8%**
	$50,000 - $250,000	**61.2%**
	$250,000 and above	Negotiable
Clarity Seating	**$1 - $50,000**	**47.0%**
	$50,000 - $250,000	**48.0%**
	$250,000 and above	Negotiable

Mimeo Seating	**$1 - $50,000**	**58.8%**
	$50,000 - $250,000	**61.2%**
	$250,000 and above	Negotiable
Lyric Seating	**$1 - $50,000**	**60.0%**
	$50,000 - $250,000	**61.2%**
	$250,000 and above	Negotiable
Merge & Aware Tables, Aware Collection	**$1 - $50,000**	**61.2%**
	$50,000 - $250,000	**63.5%**
	$250,000 and above	Negotiable
Stride/Terrace DNA Wood & Veneer Worksurfaces, Veneer Tiles	**$1 - $50,000**	**54.1%**
	$50,000 - $250,000	**55.9%**
	$250,000 and above	Negotiable
GATHER: Includes All-Around Tables/Sketch/Harvest Tables/View/Occassional Tables/Soft Seating	**$1 - $50,000**	**48.2%**
	$50,000 - $250,000	**49.4%**
	$250,000 and above	Negotiable
Egonomic Tools: Monitor Arms, Keyboard Trays, Link Lighting	**$1 - $50,000**	**58.8%**
	$50,000 - $250,000	**60.0%**
	$250,000 and above	Negotiable
Approach Casegoods	**$1 - $50,000**	**70.6%**
	$50,000 - $250,000	**72.4%**
	$250,000 and above	Negotiable
Align Lockers	**$1 - $50,000**	**65.9%**
	$50,000 - $250,000	**67.1%**
	$250,000 and above	Negotiable

If there is ever a question about discounting, default to "Generic codes" in cap. Products introduced after implmentation of agreement will be priced and discounted on a case-by-case basis. Current price list at time of order placement.

National IPA Agreement
CDA # 30000408 - Delivered

Products	Combined List Per Order	End-User Discount Order may be subject to freight depending on order size
All	**$1 - $99,999**	**55.0%**
	$100,000 -$249,999	**55.5%**
	$250K+	Negotiable

Gunlocke
Delivered - E&I contract 0586/Account 093065-002

Products	Combined List Per Order	End-User Discount Order may be subject to freight depending on order size
All	**$1-$100K**	**59.1%**
	$101,000 - $300K	**60.2%**
	$301,000+	**60.6%**

* All orders less than $2,000 List will be subject to a $100 freight charge

HBF

Products	Combined List Per Order	End-User Discount Order may be subject to freight depending on order size
All	$1-$50,000	45.0%
	$50,001 - $250,000	46.0%
	$250,000+	48.0%

*Freight terms: $1-$50,000 - Guaranteed freight is 5% of COM list; $50,001 + Freight will be negotiated

Workrite - SPA 23096

Products	Quantity Purchased Per Order	End-User Discount Order may be subject to freight depending on order size
Sierra HX Tables	1-9	55.0%
	10-25	56.0%
	26-50	58.0%
	51-100	60.0%

Freight is paid for ISU ONLY; Otherwise, Freight is calculated at 8% of list (does not include accessories); if over $8K list freight is paid.

Humanscale Delivered

Products	Combined List Per Order	End-User Discount Order may be subject to freight depending on order size
Seating	$1-$50,000	50.5%
Neatlinks	$1-$50,000	56.0%
Height Adjustable units	$1-$50,000	45.0%
Remaining Statement of Line	$1-$50,000	60.0%

*Projects over $50,000 list are negotiable for discounting

HON State of IA Discounting
Delivered

Products	Combined List Per Order	End-User Discount, $150 freight charge on all orders under $2,000 list on direct ships, unless shippable by small package carrier
Systems	**$0-$50,000**	**71.8%**
	$50,001-$250,000	**73.0%**
	$250,000+	**Negotiated**
Veneer Casegoods	**$0-$50,000**	**60.1%**
	$50,001-$250,000	**61.7%**
	$250,000+	**Negotiated**
Laminate Casegoods	**$0-$50,000**	**60.1%**
	$50,001-$250,000	**61.7%**
	$250,000+	**Negotiated**
Wood Seating	**$0-$50,000**	**60.1%**
	$50,001-$250,000	**62.5%**
	$250,000+	**Negotiated**
Steel Seating* (Motivate Seating below In Education products)	**$0-$50,000**	**60.7%**
	$50,001-$250,000	**62.5%**
	$250,000+	**Negotiated**
Steel Desking	**$0-$50,000**	**62.9%**
	$50,001-$250,000	**69.4%**
	$250,000+	**Negotiated**
Laterals/Storage/Filing	**$0-$50,000**	**62.9%**
	$50,001-$250,000	**69.9%**
	$250,000+	**Negotiated**
Tables* (Motivate Tables below in Education products)	**$0-$50,000**	**60.7%**
	$50,001-$250,000	**61.7%**
	$250,000+	**Negotiated**
Accomplish Education products	**$0-$50,000**	**60.1%**
	$50,001-$250,000	**61.6%**
	$250,000+	**Negotiated**
Motivate Tables Education products	**$0-$50,000**	**61.2%**
	$50,001-$250,000	**61.8%**
	$250,000+	**Negotiated**
Motivate Seating Education products	**$0-$50,000**	**61.2%**
	$50,001-$250,000	**62.9%**
	$250,000+	**Negotiated**
Smartlink Education products	**$0-$50,000**	**60.7%**
	$50,001-$250,000	**61.6%**
	$250,000+	**Negotiated**
Build Tables Education products	**$0-$50,000**	**61.2%**
	$50,001-$250,000	**61.8%**
	$250,000+	**Negotiated**

Midwest Table

Products	Order Size	End User Discount
Entire Product Line	0-24 pieces	35.5%
	25 or more pieces	Negotiable

*Discounts do not include freight or installation.

Artcobell

Products	Order Size	End User Discount
Entire Product Line	$0--$50,000	53.0%
	$50,000+	Negotiable

*Discounts do not include freight or installation.

Palliser Contract Furniture

Products	Combined List Per Order	End-User Discount Order may be subject to freight depending on order size
All	$1-$1,000,000	54.0%
	$1,000,000+	Negotiable

*Freight will continue to be quoted FOB Saltillo, Mexico at time of quotation, plus applicable fuel surcharges.
Current Freight rates to Iowa (subject to change within 30 days notice):
$0.81/cube & FSC Full Truckload
$1.98/cube & FSC Less than Truckload

Pricing extended to other Regent Institutions, State of Iowa Agencies thru Iowa Department of Administrative Services (DAS), Iowa Biotechnology Consortium, other Iowa Not-For-Profit Colleges & Universities, State, County, City & Local Entities.