





## Discounts & rates

Brands/product lines	List price tiers	Client discount drop ship %* (OFS or dealer invoiced)	Client non union delivered & installed% ** (dealer invoiced only)	Client union/prevaling wage delivered & installed% ** (dealer invoiced only)
OFS & Carolina (may be combined to reach next tier. Excludes open plan)	\$0 – 100,000 \$100,000 +			
Open plan products (from open plan price list)	\$0 – 67,500 \$67,501 +			

Contact representative or omnia@ofs.com for pricing

### Additional services rates: Minimum and maximum per person per hours shown below:

Services	Non-union	Union/prevaling wage (not to exceed)
Design	\$35-\$76.50	\$45-\$76.50
Installation	\$35-\$63.00	\$45-\$163.00
Reconfiguration	\$35-\$63.00	\$45-\$163.00
Project management	\$35-\$76.50	\$45-\$163.00
Asset management	\$35-\$76.50	\$45-\$163.00
Refurbishment	\$35-\$66.50	\$45-\$163.00
Storage per square foot	\$1.50	

### Notes:

OFS invoiced = Orders addressed to and invoiced by OFS

Dealer invoiced = Orders addressed to and invoiced by dealer

Discounts from current commercial price lists.

Small order fee does not apply

\*Drop ship rates include freight via tractor trailer to a dock. Unloading of product not included in price. Dealers may receive and unload product at dealer or client dock but labor to do so not included in “drop ship” price. Services are available at or below the listed contract hourly rates.

\*\*Delivery and installation: Includes receiving of product including filing of any freight claims at client or dealer facility, delivery to site, installation and punch list completion during normal business hours and conditions. This service requires access to dock and elevator with free and clear access to space via furniture dolly. Electricity, heat and air conditioning, and floor and wall protection if required are to be provided by the client at no charge or negotiated with dealer. All services include freight via tractor-trailer to sites accessible dock during normal business hours. Any services requiring double handing, additional trips, or “hand carry” will be quoted per project. When using discounts that include services beyond “drop ship” a service fee may apply to projects below \$5000 list or beyond 50 miles from the authorized dealer.

Any work requiring the installation of data/telecommunications or a licensed electrician is the responsibility of the client.

\*Inside Delivery: This option is available as a negotiable item. It is a service provided by a dealer who prepares a quote using drop ship product discounts and a per-hour labor rate to provide the inside delivery service after confirming the suitability of the end-users facility dock to receive shipments direct. It may be necessary for the shipment to go to a warehouse and be delivered to site.



## Addressing orders

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### When purchase order is addressed to dealer:

- A. Provide dealer with agency purchase order which states: *Per region 4 ESC contract #R191813*
  - B. Payment terms: net 30 days; FOB destination
  - C. May be used for drop ship or delivered/installed option
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### When order is addressed to OFS:

- A. Client purchase orders must state: *Per region 4 ESC contract #R191813*
- B. List dealer services such as design and installation as separate line items from product and include/attach detailed specification
- C. Terms: Net 30 days; FOB destination
- D. Inclusive delivered & installed % option not available if addressing orders directly to OFS

### Order address — all brands (send all orders to this address)

OFS Brands Holdings Inc.  
c/o Participating Dealer  
1204 E 6th Street  
Huntingburg, IN 47542  
order\_entry@ofs.com

### Payment address

OFS Brands Holdings Inc.  
c/o Wells Fargo Bank  
PO Box 204688  
Dallas, TX 75320-4688



## Contract details, eligibility, & OFS contacts

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**Awardee:** OFS Brands Holding Inc.

**Furniture, installation, & related services contract:** Competitively solicited and publicly awarded by Region 4 Education Service Center. Contract #R191813 made available through OMNIA Partners, Public Sector.

**Contract term:** May 1, 2020 through April 30, 2024

Contract due diligence documents are available online at <https://public.omniapartners.com/suppliers/ofs-brands-holdings-inc/overview> or at <https://ofs.com/resources/contracts/omnia-partners-public-sector>

**Products:** All products are included, including Quickship

**Price list:** Current

**Terms:** net 30 days: FOB destination

### Eligible agencies include:

- States
- Counties
- Cities / municipalities
- Special districts
- Authorities
- K-12 schools (public, private and charter)
- State colleges and universities
- Private colleges and universities

### Contacts:

**Anna McClelland**  
VP - Specialty Markets  
704-771-9003  
[amcclelland@ofs.com](mailto:amcclelland@ofs.com)

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### Non profits include:

- Charitable organizations
- Religious organizations
- Foundations
- Museums
- Credit unions
- Associations
- Electric cooperatives