**523 East Capitol, Pierre, South Dakota 57501**

**605.773.3405 / boa.sd.gov**

# Solicitation: IFB #2304 – Furniture & Related Products

**Name of Manufacture: The HON Company**

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| **MODULAR/SYSTEMS** |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 64.7% | 63.8% | 60.6% |
| $5,000 to $49,999 | 65.7% | 64.8% | 61.7% |
| $50,000 to $99,999 | 65.7% | 64.8% | 61.7% |
| $100,000 and above | 67.9% | 65.8% | 62.8% |
| **SEATING** |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 53.3% | 52.1% | 47.9% |
| $5,000 to $49,999 | 55.0% | 53.8% | 49.8% |
| $50,000 to $99,999 | 55.0% | 53.8% | 49.8% |
| $100,000 and above | 59.6% | 56.9% | 53.2% |
| **DESKS** |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 53.3% | 52.1% | 47.9% |
| $5,000 to $49,999 | 55.0% | 53.8% | 49.8% |
| $50,000 to $99,999 | 55.0% | 53.8% | 49.8% |
| $100,000 and above | 59.6% | 56.9% | 53.2% |

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| **TABLES** |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 53.3% | 52.1% | 47.9% |
| $5,000 to $49,999 | 55.0% | 53.8% | 49.8% |
| $50,000 to $99,999 | 55.0% | 53.8% | 49.8% |
| $100,000 and above | 59.6% | 56.9% | 53.2% |
| **BOOKCASES/STORAGE** |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 55.4% | 54.2% | 50.3% |
| $5,000 to $49,999 | 56.4% | 55.2% | 51.4% |
| $50,000 to $99,999 | 56.4% | 55.2% | 51.4% |
| $100,000 and above | 63.7% | 61.3% | 57.9% |
| **EDUCATIONAL** |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 53.3% | 52.1% | 47.9% |
| $5,000 to $49,999 | 55.0% | 53.8% | 49.8% |
| $50,000 to $99,999 | 55.0% | 53.8% | 49.8% |
| $100,000 and above | 56.5% | 53.8% | 49.8% |
| **HEALTHCARE** |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 51.3% | 50.0% | 45.7% |
| $5,000 to $49,999 | 52.3% | 51.0% | 46.8% |
| $50,000 to $99,999 | 52.3% | 51.0% | 46.8% |
| $100,000 and above | 54.5% | 51.5% | 47.3% |

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| **DESIGN SERVICES** |
| These are optional services through the manufacturer and or their local dealers. Contact the manufacturer and or dealer for services they will provide at the rate listed below. |
| The HON Company – Manufacture | Not to exceed $55.00/Hour |