**Solicitation: IFB #2304 – Furniture & Related Products**

**Name of Manufacture: Haworth, Inc**

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| **MODULAR/SYSTEMS** | | | |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 73% | 70% | 66% |
| $5,000 to $49,999 | 73% | 70% | 66% |
| $50,000 to $99,999 | 75% | 72% | 68% |
| $100,000 and above | 77% | 74% | 70% |
| **SEATING** | | | |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 57% | 54% | 50% |
| $5,000 to $49,999 | 57% | 54% | 50% |
| $50,000 to $99,999 | 59% | 56% | 52% |
| $100,000 and above | 60% | 57% | 53% |
| **DESKS** | | | |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 55% | 52% | 48% |
| $5,000 to $49,999 | 55% | 52% | 48% |
| $50,000 to $99,999 | 57% | 54% | 50% |
| $100,000 and above | 57% | 54% | 50% |

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| **TABLES** | | | |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 60% | 57% | 53% |
| $5,000 to $49,999 | 60% | 57% | 53% |
| $50,000 to $99,999 | 62% | 59% | 55% |
| $100,000 and above | 62% | 59% | 55% |
| **BOOKCASES/STORAGE** | | | |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 65% | 62% | 58% |
| $5,000 to $49,999 | 65% | 62% | 58% |
| $50,000 to $99,999 | 65% | 62% | 58% |
| $100,000 and above | 65% | 62% | 58% |
| **EDUCATIONAL** | | | |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 60% | 57% | 53% |
| $5,000 to $49,999 | 60% | 57% | 53% |
| $50,000 to $99,999 | 62% | 59% | 55% |
| $100,000 and above | 62% | 59% | 55% |
| **HEALTHCARE** | | | |
| Order Amount $ | Outside/Doc Delivery | Inside Delivery | Installation |
| $1 to $4,999 | 57% | 54% | 50% |
| $5,000 to $49,999 | 57% | 54% | 50% |
| $50,000 to $99,999 | 57% | 54% | 50% |
| $100,000 and above | 57% | 54% | 50% |

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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. | |
| Haworth, Inc – Manufacture | $36.00/Hour |