



STATE OF SOUTH DAKOTA

Bid ID: IFB #2304

Furniture & Related Products

teknion

April 1, 2021



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01

ATTACHMENTS

Teknion is guided by a vision of unexcelled service to the business and institutional community. That vision extends beyond the present to evolving business needs and encompasses a rare breadth of customer-driven solutions that are grounded in our commitment to offering the highest level of product design, quality, and service in the contract furniture industry worldwide.

**SOUTH DAKOTA OFFICE OF PROCUREMENT MANAGEMENT
523 EAST CAPITOL AVENUE
PIERRE, SOUTH DAKOTA 57501-3182**

ATTACHMENT A

LOCAL AUTHORIZED DEALER LIST

MANUFACTURER INFORMATION	SALES CONTACT
Company Name: Teknion LLC	Contact Person: Kris Hansen
Address: 350 Fellowship Road, Suite 100 Mt. Laurel, NJ 08054	Address: Minnesota
Contact Person: Jeffrey M. Kraus	Email: kris.hansen@teknion.com
Email: jeff.kraus@teknion.com	Phone: 612-799-0349
Phone: 856.552.5503	
LOCAL AUTHORIZED DEALERS	
Business Name: Dakota Business Center	Business Name: Klein's Office Furniture
Address: 1635 Deadwood Avenue, Rapid City, SD 57702	Address: 540 S. Garfield, Ste D, Pierre, SD 57501
Contact Name: Carter Taylor	Contact Name: Craig Bump
Email: cartert@dakotabusiness.com	Email: c.bump@kleinsoffice.com
Phone: 605-391-0239	Phone: 605-222-1524
LOCAL AUTHORIZED DEALERS	
Business Name: Innovative Office Solutions	
Address: 711 West Russell Street, Sioux Falls, SD 57104	
Contact Name: John Townsend	
Email: jtownsend@innovativeos.com	
Phone: 952-698-9212	



02

COST PROPOSAL

Teknion's discount strategy is to provide the State of South Dakota with the best possible price. While most of our competitors outsource their manufacturing processes, Teknion controls its own. In fact, we own 80 percent of our suppliers. This vertically integrated model gives us the unique ability to tightly manage our supply, deliverability, quality and costs — and pass along the advantages to you.

Discount Structure

TEKNION PRODUCT LINE	LIST VALUE TIER PER ORDER	DISCOUNT OFF LIST	PPG DATE
Ability	\$1 - \$100,000	68.25%	Offered through other PPGs
	\$100,001 +	Negotiated	
Altos	\$1 - \$100,000	68.25%	01.25.2021
	\$100,001 +	Negotiated	
Boulevard	\$1 - \$100,000	65.00%	02.2020
	\$100,001 +	Negotiated	
Complements	\$1 - \$100,000	68.25%	01.25.2021
	\$100,001 - \$1,000,000	70.00%	
	\$1,000,001 +	Negotiated	
District	\$1 - \$100,000	68.25%	01.25.2021
	\$100,001 - \$500,000	71.00%	
	\$500,001 - \$1,000,000	73.00%	
	\$1,000,001 +	Negotiated	
Dossier	\$1 - \$100,000	56.00%	05.27.2019
	\$100,001 +	Negotiated	
Expansion Casegoods	\$1 - \$100,000	62.00%	01.25.2021
	\$100,001 +	63.00%	
Expansion Cityline	\$1 - \$100,000	62.00%	01.25.2021
	\$100,001 +	63.00%	

Discount Structure

TEKNION PRODUCT LINE	LIST VALUE TIER PER ORDER	DISCOUNT OFF LIST	PPG DATE
Expansion Desking	\$1 - \$100,000	62.00%	01.25.2021
	\$100,001 +	63.00%	
Expansion Training	\$1 - \$100,000	62.00%	01.25.2021
	\$100,001 +	63.00%	
Filing & Storage	\$1 - \$100,000	68.25%	01.25.2021
	\$100,001 - \$500,000	71.00%	
	\$500,001 - \$1,000,000	73.00%	
	\$1,000,001 +	Negotiated	
Foundations	\$1 - \$100,000	56.00%	05.27.2019
	\$100,001 +	Negotiated	
Height-Adjustable Bench (HAB)	\$1 - \$100,000	68.25%	09.28.2020
	\$100,001 +	Negotiated	
Interpret	\$1 - \$100,000	68.25%	01.25.2021
	\$100,001 +	Negotiated	
Leverage	\$1 - \$100,000	68.25%	09.28.2020
	\$100,001 - \$500,000	71.00%	
	\$500,001 - \$1,000,000	73.00%	
	\$1,000,001 +	Negotiated	

Discount Structure

TEKNION PRODUCT LINE	LIST VALUE TIER PER ORDER	DISCOUNT OFF LIST	PPG DATE
Marketplace	\$1 - \$100,000	68.25%	05.27.2019
	\$100,001 +	Negotiated	
Modular Cabinets	\$1 - \$100,000	58.68%	11.26.2018
	\$100,001 +	60.00%	
Optos	\$1 - \$100,000	68.25%	01.25.2021
	\$100,001 +	Negotiated	
Seating	\$1 - \$100,000	59.00%	01.25.2021
	\$100,001 +	60.00%	
Studio TK	All Orders	43.75%	01.25.2021
Tables & Collaborative	\$1 - \$100,000	59.00%	01.25.2021
	\$100,001 +	60.50%	
Tables & Reception	\$1 - \$100,000	56.00%	05.25.2020
	\$100,001 +	Negotiated	
Teknion Wood Casegoods (Korato, Modena, Philadelphia, Volterra)	\$1 - \$100,000	56.00%	05.25.2020
	\$100,001 +	Negotiated	

Discount Structure

TEKNION PRODUCT LINE	LIST VALUE TIER PER ORDER	DISCOUNT OFF LIST	PPG DATE
Thesis	\$1 - \$100,000	68.25%	09.23.2019
	\$100,001 +	Negotiated	
TOS	\$1 - \$100,000	68.25%	01.27.2020
	\$100,001 +	Negotiated	
Zones	\$1 - \$100,000	48.50%	01.25.2021
	\$100,001 +	50.00	
Xpress	Xpress Discounts match the standard discounts of the products offered within the Xpress Program. Please follow standard Xpress Guidelines for order limitations.		01.27.2020

TERMS AND CONDITIONS OF PRICING:

- Discount includes freight to any single destination within the Continental United States. -
- Discounts are based on Dock Delivery and do not include inside delivery or installation of products.

Dealer Services

DAKOTA BUSINESS CENTER

- **INSTALLATION:**

Installation costs provided by Dakota Business Center will start at a rate of \$45.00/Hour with a not to exceed rate of \$125.00/Hour.

- **PROJECT MANAGEMENT:**

Project Management services provided by Dakota Business Center are included as part of the labor rate.

- **DESIGN:**

Design services will be provided by Dakota Business Center at a rate of \$60.00/Hour.

INNOVATIVE OFFICE SOLUTIONS

- **INSTALLATION:**

Installation costs provided by Innovative Office Solutions will start at a rate of \$50.00/Hour with a not to exceed rate of \$75.00/Hour.

- **PROJECT MANAGEMENT:**

Project Management services will be provided by Innovative Office Solutions at a rate of \$55.00/Hour.

- **DESIGN:**

Design services will be provided by Innovative Office Solutions at a rate of \$55.00/Hour.

KLEIN'S OFFICE FURNITURE

Please see the following page for detail on the regional services provided by Klein's Office Furniture, applicable for all Teknion included categories.

Dealer Services

REGION	CITY/AREA	PRICE RANGE		RATE
		Minimum	Maximum	%
1	Pierre	\$1.00	\$49,999.99	4%
		\$50,000.00	\$99,999.99	3%
		\$100,000.00	And Above	Quote Required
2	Sioux Falls Brookings Yankton Vermillion	\$1.00	\$14,999.99	7%
		\$15,000.00	\$49,999.99	6%
		\$50,000.00	\$99,999.99	5%
		\$100,000.00	And Above	Quote Required
3	Aberdeen Mitchell Rapid City Huron	\$1.00	\$14,999.99	8%
		\$15,000.00	\$49,999.99	6%
		\$50,000.00	\$99,999.99	5%
		\$100,000.00	And Above	Quote Required

NOTES:

- **INSTALLATION:**

Installation costs provided by Klein's will start at a of \$45.00/Hour with a not to exceed rate of \$75.00/Hour.

- **PROJECT MANAGEMENT:**

Project Management costs provided by Klein's will start at a rate of \$45.00/Hour with a not to exceed rate of \$59.40/Hour.

- **DESIGN:**

Design services provided by Klein's will start at a rate of \$52.00/Hour with a not to exceed rate of \$59.85/Hour.

- **QUOTES:**

Any Agency may request a service quotation on a project-by-project basis – at any list dollar tier.

Price Guides

TEKNION PRICE & PRODUCT GUIDES (PPGS)

- [Altos 01.25.2021](#)
- [Boulevard 02.2020](#)
- [Complements 01.25.2021](#)
- [District 01.25.2021](#)
- [Dossier 05.27.2019](#)
- [Expansion Casegoods 01.25.2021](#)
- [Expansion Cityline 01.25.2021](#)
- [Expansion Desking 01.25.2021](#)
- [Expansion Training 01.25.2021](#)
- [Filing & Storage 01.25.2021](#)
- [Foundations 05.27.2019](#)
- [Height-Adjustable Bench \(HAB\) 09.28.2020](#)
- [Interpret 01.25.2021](#)
- [Leverage 09.28.2020](#)
- [Marketplace 05.27.2019](#)
- [Modular Cabinets 11.26.2018](#)
- [Optos 01.25.2021](#)
- [Seating 01.25.2021](#)
- [Studio TK 01.25.2021](#)
- [Tables & Collaborative 01.25.2021](#)
- [Tables & Reception 05.25.2020](#)
- [Thesis 09.23.2019](#)
- [TOS 01.27.2020](#)
- [Wood Casegoods 05.25.2020](#)
- [Zones 01.25.2021](#)
- [Teknion Xpress 01.27.2020](#)



03

WARRANTY

Teknion's products are constructed of the highest quality materials, to adhere to Teknion's stringent quality assurance standards; thereby offering customers durable, reliable products with a long-life cycle of use. Products are tested to industry quality standards and meet or exceed quality and performance tests. The products are backed by a comprehensive warranty program; Teknion offers one of the most comprehensive warranties in the contract furniture industry.

TEKNION LIMITED LIFETIME WARRANTY

Teknion will, at no cost to the original purchaser and for as long as the original purchaser owns a Teknion product, repair or replace with a comparable product, at Teknion's option, any part or product sold after January 1, 1995, which fails as a result of a defect in its design, materials or workmanship. For all purposes of this warranty the term "purchaser" is defined as the entity or individual acquiring a new Teknion product as the initial purchaser thereof either from Teknion or an authorized Teknion Dealer.

Exceptions to this warranty include:

- Teknion warrants its standard Wood Casegoods and Wood Tables to be free from defects in material and workmanship for a period of 10 years, of single-shift service, from the date of delivery. Modified Wood Casegoods and Custom Wood products are warranted for a period of 5 years, of single-shift service, from the date of delivery;
- Lighting products and grommets, which are warranted for 1 year from the date of delivery;
- Teknion product with fabrics, which are warranted for 5 years from the date of delivery;
- Complements products (excluding Navigate, QuickShift, Complements and hiSpace Height-Adjustable tables and task lights), which are warranted for a period of 5 years from the date of delivery;
- Electrical components, which are warranted for 10 years from the date of delivery;
- Moving parts, which include glides, slides, casters, user-adjustable worksurface mechanisms, arms, and bases, which are warranted for 5 years from the date of delivery;
- Teknion warrants its seating products based on a single shift (40 hour week). Usage beyond a single shift (40 hour week) will result in a reduction of the warranty in proportion to the increased usage;
- Seating mechanisms for all seating products, unless otherwise stated, which are warranted for 10 years of single shift (40 hour week) usage from date of delivery;
- Pneumatic cylinders for all seating products, unless otherwise stated, which are warranted for 10 years of single shift (40 hour week) usage from date of delivery;
- Stacking Chairs and related accessories, which are warranted for 5 years from the date of delivery;
- Around™, Nuova Contessa™, Savera®XL and Variable® chairs are warranted based on multi-shift usage (24 hours per day, 7 days a week) as follows:
–Free from defects in material and workmanship for a period of 3 years –Seating Mechanism and pneumatic cylinders: 3 years –Moving parts, fabric and foam: 2 years;
- Bene Box products (excluding fabric seating pads), which are warranted for 2 years from the date of delivery; Bene Box's fabric seating pads are warranted for 5 years from the date of delivery.
- Tek Vue®, Focus™, Altos® and Optos® Full-Height Wall Systems, which are warranted for 10 years from the date of delivery;
- The Routes™ flooring system, which is warranted for 10 years from the date of delivery;
- Teknion HPL Whiteboard for Thesis Flip Top Table, which is warranted for a period of 3 years, of single-shift service, from the date of delivery.

This warranty does not include:

- Customer's Own Material or finishes applied to Teknion products (which include graded-in fabrics, which are treated by Teknion as a Customer's Own Material);
- Natural Wood Veneer which is a natural material and will have shade differences between veneer sheets, which will be more apparent between differing lots and fading on wood veneers that can be caused by exposure to U.V. rays/sunlight;
- Wood color, grain and stain acceptance which may occur due to the natural elements of wood;
- Marble, which is a natural product. Marble's soft and porous density makes it more vulnerable to damage and chipping;
- Ballast and light bulbs;
- Products which have been modified or which have not been installed or used according to Teknion's application and installation guidelines or warnings;
- Products that must be replaced due to normal wear and tear, negligence, abuse, accident or shipping damage;
- Products used for rental purposes.

In no event shall Teknion be liable in either tort or contract for any loss or direct, special, incidental, consequential or exemplary damages.

This warranty is the Customer's sole remedy for product defect. Teknion makes no warranties, including the express or implied warranties of merchantability and fitness for a particular purpose, other than the express warranties contained herein.

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Studio TK Warranty

Studio TK™ warrants that Studio TK products are free from defects in materials or workmanship for a period of five (5) years, subject to the exceptions listed below. Studio TK shall repair or replace with a comparable product, at Studio TK's discretion, any part or product sold after September 23rd, 2013, which fails under normal use as a result of such defect. This warranty applies to the original purchaser of the product. For all purposes of this warranty the term "purchaser" is defined as the entity or individual acquiring a new Studio TK product as the initial purchaser.

*First manufacture date.

Exceptions to this warranty include:

- For all fabrics and leathers, the originating manufacturer warranties apply.
- Studio TK warrants its seating products based on a single shift (40-hour week). Usage beyond a single shift (40-hour week) will result in a reduction of the warranty in proportion to the increased usage;
- Pneumatic cylinders for all seating products, unless otherwise stated, are warranted for two (2) years of single-shift (40-hour week) usage from date of delivery;
- All Vondom alliance products - see next page for Vondom warranty information.

This warranty does not include:

- Customer's Own Material or finishes applied to Studio TK products;
- Natural Wood Veneer (a natural material) which may carry shade differences between veneer sheets, and will be more apparent between differing lots and fading on wood veneers that can be caused by exposure to U.V. rays/sunlight;
- Wood color, grain and stain acceptance which may occur due to the natural elements of wood;
- Products which have been modified or used according to Studio TK's application and installation guidelines or warnings;
- Products that must be replaced due to normal wear and tear, negligence, abuse, accident or shipping damage;
- Products used for rental purposes.
- This warranty excludes fabrics, leathers and any other textiles from normal shrinkage, wrinkling, stretching, and natural wear and tear. For quality standards, Studio TK specifically excludes certain fabrics from products due to excessive factors listed above.
- Studio TK does not warrant marks, scars, or wrinkles occurring naturally in leather

In no event shall Studio TK be liable in either tort or contract for any loss or direct, special, incidental, consequential or exemplary damages.

This warranty is the customer's sole remedy for product defect. Studio TK makes no warranties, including the express or implied warranties of merchantability and fitness for a particular purpose, other than the express warranties contained herein.



VONDOM Warranty

VONDOM, in alliance with Studio TK, warrants this product against defects in materials and workmanship under normal use for a period of two (2) years from the date of retail purchase by the original end-user purchaser (“warranty period”). If a hardware defect arises and a valid claim is received by Vondom within the warranty period, at its option and to the extent permitted by law, VONDOM will either (1) repair the product at no charge, using new parts or refurbished parts that are equivalent to new in performance and reliability, (2) exchange the product with a product that is new or refurbished that is equivalent to new in performance and reliability and is at least functionally equivalent to the original product, or (3) refund the purchase price of the product. Vondom may request that you replace defective parts with user-installable new or refurbished parts that Vondom provides in fulfillment of its warranty obligation.

A replacement product or part, including a user-installable part that has been installed in accordance with instructions provided by Vondom, assumes the remaining warranty of the original product or ninety (90) days from the date of replacement or repair, whichever provides longer coverage for you. When a product or part is exchanged, any replacement item becomes your property and the replaced item becomes VONDOM property. Parts provided by VONDOM in fulfillment of its warranty obligation must be used in products for which warranty service is claimed. When a refund is given, the product for which the refund is provided must be returned to VONDOM and becomes VONDOM’S property.

EXCLUSIONS AND LIMITATIONS

This Limited Warranty applies only to the products manufactured by or for VONDOM that can be identified by the “VONDOM” trademark, trade name, or logo affixed to them. VONDOM is not responsible for damage arising from failure to follow instructions relating to the product’s use. This warranty does not apply: (a) to consumable parts, such as batteries, or protective coatings designed to diminish over time unless failure has occurred due to a defect in materials or workmanship; (b) to cosmetic damage, including but not limited to scratches, dents, and broken plastic on ports; (c) to damage caused by use with non-VONDOM products; (d) to damage caused by accident, abuse, misuse, liquid contact, fire, earthquake or other external causes; (e) to damage caused by operating the product outside the permitted or intended uses described by VONDOM; (f) to damage caused by service (including upgrades and expansions) performed by anyone who is not a representative of VONDOM or an VONDOM Authorized Service Provider); (g) to a product or part that has been modified to alter functionality or capability without the written permission of VONDOM; (h) if any VONDOM serial number has been removed or defaced.



04

MATERIALS & SUSTAINABILITY

Our environmental program started small with a desire to change our thinking about how we design and manufacture products. Because we are structured to support ingenuity at every level, this program grew with each new idea. Bolstered by both corporate programs and the individual efforts of everyone, sustainable development is now integral to everything we do.

Sustainability

Sustainability is a cultural imperative within our company, embraced at both the corporate and individual levels.

OVERVIEW

Over the years, Teknion has progressed well beyond the fundamentals. Within this context, we continue to innovate by finding opportunities and initiatives to advance the authenticity of sustainability for ourselves and the communities we serve.

KEY AREAS OF FOCUS

From the beginning, Teknion has moved forward along a path toward environmental and social performance. We understand sustainability as a basic tenet of good design. Sustainable principles guide the way we do business and govern our everyday conduct. At Teknion, the concept of sustainability embraces global ecology, healthy communities, corporate responsibility, and wellness in the built environment. We are proud to have served as a strategic partner in helping customers create healthy workspaces that drive productivity, along with LEED and WELL certifications.

CONTINUOUS EVOLUTION

We regularly engage our partners, stakeholders, and customers to expand our perspective beyond reducing the environmental impact of the built environment, to also considering how that built environment can be a tool for improving health and well-being. We continue to use our WELL-certified showrooms as a tool for sharing insights into how to create healthier spaces. We are pushing material transparency further by entering our product information into the mindful MATERIALS Library and attaining Declare Labels for 58 products and textiles – and counting. As creative collaborators, we are constantly learning from our customers by benchmarking their best practices against ours to ensure we are raising the bar for everyone.

Design for the Environment (DfE)

Sustainability is a cultural imperative within our company, embraced at both the corporate and individual levels.

DFE GUIDELINES

DfE is a proactive approach to incorporate environmental attributes in the design process. It is proven to be an effective way to have a positive environmental impact. Teknion's DfE program is a set of 11 guidelines that cover a holistic view of the design process. First implemented in 2005, it remains the driving foundation for product development, through material selections and manufacturing processes. Our DfE guidelines were modeled from the Environmental Protection Agency. The following are Teknion's DfE guidelines:

1. Work with manufacturing and product engineering to utilize our integrated design process for the reduction of waste in all forms. Managed through ISO 14001.
2. Maximize use of materials with high recycled content or ability to be recycled.
3. Maximize product design to enable rapid disassembly to base material recycling stream. Where plastics have been used provide appropriate label by material type for recycling.
4. Maximize the use of renewable materials.
5. Eliminate the use of toxic materials as listed by IARC (International Agency for Research on Cancer).
6. Provide or incorporate bio-based alternatives within product structure or substrate.
7. Provide sustainable wood-based alternatives as substrates or veneers that meet FSC standards.
8. Design product for extended life reuse, incorporating the ability to upgrade finishes and reconfigure or configure with modular component into a new useable form. Provide instructions for end-of-life management of products.
9. Ensure product meets as defined by SCS Indoor Advantage low-emission test standards.
10. Design for Durability/Reliability, ensuring products are designed and manufactured to provide a long, useful life and allow for repeated service.
11. At product launch provide all relevant attributes to show the product's environmental specifications.

Materials

RECYCLED CONTENT

Teknion products include both pre-consumer and post-consumer recycled material content. This includes major product components such as fabrics, steel, particleboard, and packaging. Due to the large number of products proposed within our response, Teknion would be happy to provide the associated Environmental Data Sheets outlining the materials used in the construction of Teknion's products upon award.

For an immediate review, please place the following link in your browser to access that portion of our website at:

<https://www.teknion.com/tools/assets2?MetaParsed=true&MetalId=,444deb64-fe58-4b68-981e-f75e97781df7,b4ff2d81-9f2e-437d-9659-7cffb09c31cf>

BIOBASED MATERIALS

LUUM offers 100% Wool, Wool compound (not 100% bio based), leather, Cotton blend, and recently some biosynthetic fabrics like Grid State and Ecotone. These two fabrics have been engineered to provide environmental advantages such as recyclability or biodegradability similar to the traditional bio-based materials.



Thank you!

**We are ready to help
you shape the future of
your workplace**