

General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Price List

Knoll, Inc.
1235 Water Street
East Greenville, PA 18041
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www.knoll.com

Office Furniture
FSC Group 71, Part 1
Contract Number: GS-28F-8029H *
Contract End Date: January 21, 2018

Business Size: Large

*Dual Contract to GS-03F-078DA awarded March 23,
2016 all Terms and Conditions are the same.

The Knoll logo is displayed in a bold, red, sans-serif font in the bottom right corner of the page. The background of the page features a faint, light-colored image of a modern office workstation with a desk, a red ergonomic chair, and a computer monitor.

1a. Special Item Numbers (SIN):

- 71-1 Packaged Office
- 711-1 Furniture Systems and Workstation Clusters
- 711-2 Worksurfaces, Workstations, Computer Furniture and Accessories
- 711-3 Filing and Storage Cabinets, Shelves, Mobile Carts, Dollies, Racks & Accessories
- 711-8 Executive Office Furniture
- 711-11 Tables and Accessories
- 711-16 Upholstered Seating
- 711-18 Multipurpose Seating
- 711-19 Stacking Chairs and Dollies or Trucks Designed to Support Stacking Chairs
- 711-91 Project Management (Furniture Related)
- 711-93 Reconfiguration and Relocation Services
- 711-94 Office Design/Layout Services
- 711-95 Office Furniture Installation Services
- 711-96 Leased Office Furniture Systems
- 711-99 Introduction of New Office Furniture Services/Product

1b. Lowest Price Model by SIN (List Prices):

- 711-1 \$ 873.00 - DS1PM L18F Mobile Pedestal
- 711-2 \$ 22.00 - ORCH-TD Tape Dispenser
- 711-3 \$ 355.00 - WSWSA4212L Worksurface Stacker
- 711-8 \$ 1,377.00 - RTRDS48302 Table Desk 30" x 48"
- 711-11 \$ 1,032.00 - P2-R10 Propeller Training Table 36" x 24"
- 711-16 \$1,394.00 - 44AU JR Arm Chair, Upholstered Seat & Back
- 711-18 \$ 386.00 - 77S-2-NA-HC EWC Upholstered Side Chair
- 711-19 \$ 261.00 - 2-S-C-N-X-GL MultiGeneration Armless Stack Chair

1c. Service Rates SIN #'s 711 91, 711 94, 711 95

Project Management

SIN 711-91
 Maximum Order Threshold (\$150,000)
 Non-Union Rate \$ 63.48 (inclusive IFF)
 Union Rate \$128.97 (inclusive IFF)
 \$150,000 and above will be quoted per project.

Design/Layout

SIN 711-94
 Maximum Order Threshold (\$150,000)
 \$65.49 per hour (Inclusive IFF)
 \$150,000 and above will be quoted per project.

Installation*

SIN 711-95
 Maximum Order Threshold (\$150,000)
 \$51.50 - \$94.28 per hour (Non Union) (inclusive IFF)
 \$150,000 and above will be quoted per project

*** The following notes & Conditions apply to Installation Services**

Installation Services shall be quoted by an authorized Knoll, Inc. Dealer partner.

Installation price to include inside delivery, uncrating, assembly, installation, removal of all debris from premises to client provided receptacle, installation documents and the bill of materials per the purchaser's approved plan and specifications. The immediate installation area shall be complete and free of debris including the carpet/flooring before installation commences. Service work will not be hindered by other trades.

Installation will be performed during normal weekday working Hours, defined as 7:00a.m. – 5:00p.m. Local time Monday through Friday, excluding weekends and holidays.

Electric, heat, and adequate elevator service shall be furnished by client at no charge.

Adequate facilities for delivery, unloading, moving and staging/storing the product during the installation process shall be provided.

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

The following circumstances, if applicable, may impact the overall installation cost:

Union Labor requirements, overtime, after hours and holiday schedules.

Installation in a clinical/medical environment.

Restricted access to building, elevator, loading dock, walk-up or other abnormal working conditions including restrictions or limits established by local laws, ordinances or the directions of the buyer, including but not limited to restrictions on transportations of materials and street access to the job site.

Installations outside of a 50 mile radius of the servicing dealer.

Additional charges shall be quoted by the authorized Knoll dealer and approved by the buyer prior to performance of the work.

2. Maximum Order:

See Chart located below.

3. Minimum Order:

\$50.00 per delivery point (net order value).

4. Geographical Coverage (delivery area):

The 48 contiguous United States and the District of Columbia.

Deliveries to destinations outside the 48 contiguous states are made F.O.B. inland carrier, point of exportation, with transportation to be paid by the Government from point of exportation to the destination outside the 48 contiguous states.

5. Points of Production:

East Greenville, PA
Grand Rapids, MI
Muskegon, MI
Toronto, Canada
Foligno and Graffignano, Italy

6. Discounts:

List prices (before discount) are shown in each Knoll Commercial Price Lists. See Chart below for discounts applicable to each product line.

7. Quantity Discounts:

See Tiered Pricing Chart located below.

8. Payment Terms:

Net 30 days.

9. Government Credit Card:

Dated 2/15/16

Accepted below and above the micro purchase threshold up to \$25,000 order amount.

10. Foreign Terms:

None.

11a. Time of Delivery:

90 days or sooner after receipt of order (ARO).

11b, c, & d. Expedited/Overnight Delivery: Contact your Knoll GSA Customer Service Representative.

12. F.O.B. Point:

Destination within 48 contiguous United States and the District of Columbia. Price includes product delivery to the site, brought to the tailgate of the truck. The purchaser is responsible for unloading.

13a. Ordering Address:

Knoll, Inc.
c/o Knoll Participating Dealer
P.O. Box 157
1235 Water Street
East Greenville, PA 18041
Attn: Order Entry Department

13b. Ordering Procedures:

For supplies and services, ordering procedures and information on BPA's are found in FAR 8.404.

14. Payment Address:

Knoll, Inc.
P.O. Box 841366
Dallas, TX 75284-1366

15. Standard Commercial Warranty:

See Knoll Commercial Price Lists.

16. Export Packing Charges:

Contact your Knoll GSA Customer Service Representative for a written quotation.

17. Terms and Conditions of Government Credit Card:

Knoll, Inc. will accept Government Purchase Card for orders below and above the micro-purchase threshold up to \$25,000 order amount.

18. Terms and Conditions of Rental, Maintenance, and Repair (if applicable):

Rental Service: Not Available.

Maintenance and Repair Service: Maintenance and Repair parts and service are available from local Knoll Dealer. Contact local Knoll Dealer for assistance.

Leasing Information:

Lease with Option to Purchase (Traditional Lease)

<u>3yr Lease Rate Factors</u>	<u>5yr Lease Rate Factors</u>
Month 1-12 .03550	Month 1-12 .02450
Month 13-24 .03200	Month 13-24 .02300
Month 25-36 .02600	Month 25-36 .02200
	Month 37-48 .01850
	Month 49-60 .01630

Annual % Rate:

3yr APR - 7.5%

5yr APR - 9.5%

Residual Value:

3yr - 9.35%

5yr - 4.68%

Lease to Own: (You take ownership at the end)

<u>3yr Lease Rate Factors</u>	<u>5yr Lease Rate Factors</u>
.03245	.01997

Annual % Rate

3yr APR - 8.5%

5yr APR- 9.75%

19. Terms and Conditions of Installation:

Installation services are available from local authorized Knoll Dealer. See 1c. for details.

Maximum Order Threshold (\$150,000)

\$51.50 - \$94.28 per hour (Non Union) (inclusive IFF)

\$150,000 and above will be quoted per project

20. Repair Parts:

Repair parts and service are available from local Knoll Dealer. Contact local Knoll Dealer for assistance.

20.a Terms and Conditions of other services (if applicable):

Not Applicable.

21. List of Service and Distribution Points (if applicable):

Not Applicable.

22. Participating Dealers:

Knoll dealers may not accept product orders or perform invoicing under this contract. However, authorized Knoll Dealers do provide design, project management and installation services as Knoll's subcontractor. See the attached link for an authorized dealer in your area.

<http://www.knoll.com/design-plan/market-focus/knoll-for-government/archival-commercial-price-lists-for-gsa>

23. Preventive Maintenance (if applicable):

Not Applicable.

24. Section 508 Compliance for Electronic and Information Technology (if applicable):

Not Applicable

25 & 26. Federal Identification Numbers:

CCR: 1996J212868
Tax ID No. (TIN):13-3873847
Cage Code: 13207
DUNS No.:78-131-6096
CEC: 0877161G
NAICS No.:337214

27. Uncompensated Overtime (Indicate if used):

Not used.

28. Restocking Terms:

25% of net product cost. Prior written authorization is required from Knoll GSA Customer Service Representative.

29. Cancellation Terms:

Prior to production, no cancellation charge will apply.

Price Lists

The Effective Commercial Price Lists for each Knoll Product Line are listed below and are available at <http://www.knoll.com/design-plan/market-focus/knoll-for-government/archival-commercial-price-lists-for-gsa>

SIN 711-1

Antenna - Antenna Workspaces Effective 7/15/2012
AutoStrada - AutoStrada Effective 7/15/2012
Currents - Currents Effective 7/15/2012
Dividends - Dividends Horizon Effective 7/15/2012, Dividends Electrical Effective 2012
Series 2 - Series 2Storage Effective 7/15/2012
Upstart - Currents Effective 7/15/2012 (Currents and Upstart are on the same CPL)
Morrison / Reuter - Morrison Effective 7/15/2012, Morrison Electrical Effective 6/29/2012
Reff - Reff Profiles Effective 7/15/2012, Reff Profiles Addendum Effective 7/28/2015
Tone – Tone Tables Addendum Effective 7/28/2015

SIN 711-99

Template - Template Effective 7/15/2012

SIN 711-18

Essentials Work Chairs (EWC) - Office Seating Effective 7/15/2012
Chadwick - Office Seating Effective 7/15/2012
Generation - Office Seating Effective 7/15/2012
Life - Office Seating Effective 7/15/2012
Moment - Office Seating Effective 7/15/2012
ReGeneration - Office Seating Effective 7/15/2012
Remix – Office Seating Addendum Effective 9/24/2015
Toboggan – Office Seating Addendum Effective 9/24/2015

SIN 711-19

Knoll Studio - Knoll Studio Effective 8/1/2013

MultiGeneration - Office Seating Effective 7/15/2012

Spark - Knoll Studio Effective 8/1/2013

SIN 711-11

Studio Propeller - Knoll Studio Effective 8/1/2013

SIN 711-3

Anchor Storage – Anchor Storage Effective 5/5/2014
Calibre - Calibre Effective 7/15/2012

SIN 711-2

Calibre - Calibre Effective 7/15/2012

Extra - Knoll Extra and Standard Specials Knoll Extra, both are Effective 7/15/2012

SIN 711-16

Knoll Studio - Knoll Studio Effective 8/1/2013

Studio Florence - Knoll Studio Effective 8/1/2013

Studio Brno - Knoll Studio Effective 8/1/2013

Studio Ricchio - Knoll Studio Effective 8/1/2013

Studio Saarinen - Knoll Studio Effective 8/1/2013



GS-28-F-8029H Information for Ordering

Tiered Pricing Chart

SIN	Product Line	Single Order List Value	Maximum Order Threshold	Discount
711-1	Antenna	\$ 0 - \$400,000 \$400,001- \$2,564,102	\$500,000	78.07% 80.11%
711-1	AutoStrada & Crinion Open Tables	\$ 0 - \$400,000 \$400,001- \$2,564,102	\$500,000	78.07% 80.11%
711-1	Currents (includes Upstart)	\$ 0 - \$400,000 \$400,001- \$2,564,102	\$500,000	78.07% 80.11%
711-1	Dividends / Series 2 for Dividends	\$ 0 - \$400,000 \$400,001- \$2,564,102	\$500,000	78.07% 80.11%
711-1	Morrison & Reuter / Series 2 for Morrison	\$ 0 - \$400,000 \$400,001- \$2,564,102	\$500,000	78.07% 80.11%
711-1	Reff Profiles / Series 2 for Reff	\$ 0 - \$400,000 \$400,001- \$2,564,102	\$500,000	78.07% 80.11%
711-1	Tone	\$ 0 - \$400,000 \$400,001- \$2,564,102	\$500,000	78.07% 80.11%
711-2	Knoll Extra w/ GSA Sapper Arm	\$ 0 - \$1,428,571	\$500,000	64.3%
711-3	Calibre	\$ 0 - \$100,000 \$100,001-\$2,173,913	\$500,000	73.99% 76.54%
711-3	Anchor Storage	\$ 0 - \$100,000 \$100,001-\$2,173,913	\$500,000	73.99% 76.54%
711-11	Knoll Studio Propeller	\$ 0 - \$1,428,571	\$500,000	64.3%
711-16	Knoll Studio (Pfister)	\$ 0 - \$810,810	\$300,000	62.26%
711-16	Knoll Studio Ricchio	\$ 0 - \$882,353	\$300,000	65.32%
711-16	Knoll Studio Florence Knoll	\$ 0 - \$821,918	\$300,000	62.77%
711-16	Knoll Studio Brno	\$ 0 - \$821,918	\$300,000	62.77%
711-16	Knoll Studio Saarinen	\$ 0 - \$821,918	\$300,000	62.77%
711-18	Chadwick	\$ 0 - \$579,710	\$200,000	64.81%
711-18	ReGeneration	\$ 0 - \$610,687	\$200,000	66.6%
711-18	EWC	\$ 0 - \$610,687	\$200,000	66.6%
711-18	Generation	\$ 0 - \$150,000 \$150,001 - \$638,977	\$200,000	67.36% 68.07%
711-18	Life	\$0 - \$100,000 \$100,001- \$729,927	\$200,000	70.93% 72.05%
711-18	Moment	\$0 - \$540,540	\$200,000	62.26%
711-18	Remix	\$0 - \$540,540	\$200,000	62.26%
711-18	Toboggan	\$0 - \$540,540	\$200,000	62.26%
711-19	Knoll Studio (includes Spark)	\$ 0 - \$540,540	\$200,000	62.26%
711-19	MultiGeneration	\$0 - \$540,540	\$200,000	62.26%
711-99	Template / Series 2 for Template	\$0- \$400,000 \$400,001-\$952,380	\$200,000	76.54% 78.58%