



Attachment to the Standard Form 1449
Versie Total Office Solutions, Inc.
Contract No. GS-28F-0028W

VERSIE TOTAL OFFICE SOLUTIONS, INC.

**3502 Scotts Lane
Suites 1101-1102, Box D-7
Philadelphia, PA 19129**

**Phone: (215) 849-3215
Fax: (215) 849-3218
Email: dalexander@vtosi.com
Website: www.vtosi.com**

GSA Contract Number GS-28F-0028W

**Federal Supply Schedule
FURNITURE**

**FSC Group 71, Furniture
Special Item Numbers (SIN): SIN 71-1
Contract Period: March 25, 2010 – March 24, 2015**

VERSIE TOTAL OFFICE SOLUTIONS, INC. offers our clients a full range of furniture products and services, including installation, site preparation, staging, and ancillary services, such as project management and post-installation support.

Minority Owned Business
SBA Certified Small Disadvantaged Business (SDB)
SBA Certified 8(a) Program Participant
Woman-Owned Small Business (8W)
Economically Disadvantaged Women-Owned Small Business (8E)
DoT Certified Disadvantaged Business Enterprise



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Contract No. GS-28F-0028W

PRODUCTS AND SERVICES:

Versie is an experienced partner of the Integrated Workplace Acquisition Center (IWAC), formerly General Services Administration (GSA). We provide many essential components of office furnishings including workstations, seating, casegoods and files to federal government facilities throughout the Continental United States under our IWAC contracts.

MANUFACTURERS REPRESENTED ON CONTRACT:

VERSIE TOTAL OFFICE SOLUTIONS, INC. is authorized to sell products from the following manufacturers:

THE HON COMPANY
Contract # GS-27F-0015S
www.honcompany.com

TENNSCO CORPORATION
Contract# GS-27F-5042C
www.tennsco.com

KNOLL, INC.
Contract # GS-28F-8029H
www.knoll.com

Egan Visual West
Contract# GS-28F-0003Y
www.egan.com

GLOBAL DISTRIBUTOR
Contract # GS-28F-0025J
www.globalgsa.com

D3 dba 9 to 5 Seating
Contract# GS-28F-0013X
www.9to5Seating.com

KRUEGER INTERNATIONAL, INC.
Contract # GS-28F-0033P
www.ki.com

KIMBALL INTERNATIONAL
Contract # GS-29F-0177G
www.kimball.com



Attachment to the Standard Form 1449
 Versie Total Office Solutions, Inc.
 Contract No. GS-28F-0028W

Discounts and terms are per each individual manufacturer's GSA Contract.

1. **Contract Period:** March , 2010, through March , 2015
2. **The following Special Item Number (SIN) is hereby awarded as a part of this contract:**
 - SIN 71-1, Packaged Offices and Packaged Conference Rooms
3. **The following discounts, terms, and conditions, have been accepted for the services being offered to the Government:**
 - **Installation Services:** Installation services will be charged at a rate of 15% (\$150 min.) of the net price of the purchase order for installation projects up to \$500. Installation projects in excess of \$500 will be negotiated on a case-by-case basis.
 - **Staging:** Staging services will be charged as 12% of the net price of the purchase order.
 - **Site Preparation:** The maximum that will be charged for site preparation, regardless of the number of hours worked, is 12% of the net price of the purchase order.
 - **Ancillary Services:** The maximum that will be charged for ancillary services, regardless of the number of hours worked, is 11% of the net price of the purchase order.
4. **Versie Total Office Solutions, Inc., the contract holder, will pay the IFF for all the subcontractors included as part of this packaged office furniture contract.**
5. **The following discounts, terms, and conditions from existing GSA contracts are incorporated as a part of the contract:**

Contractor	Contract Number	Schedule
The HON Company 200 Oak Street PO Box 1109 Muscatine, Iowa 52761	GS-27F-0015S	71-1
Special Item Nos.	711-1, 711-2, 711-3, 711-8, 711-9, 711-11, 711-16, 711-17, 711-18, 711-19, & 71-302	
Discount from List:	See tiered Discounts listed below (inclusive of IFF)	
Delivery Days:	60 Days ARO or Sooner	
Design and Layout Services:	\$50.00/hr	
FOB:	Destination CONUS	



Attachment to the Standard Form 1449
 Versie Total Office Solutions, Inc.
 Contract No. GS-28F-0028W

The HON Company — (cont'd)

Prompt Payment:	Net 30 days
Max. Order:	\$500,000 Net
Min. Order:	\$100.00 Net
\$500,000 Net	

The HON Company — Tiered Discounts

Product Line	Govt Basic Discount with IFF
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SIN 711-1

Furniture Systems and Workstation Clusters

\$0 - \$124,999	72.3%
\$125,000 and above	74.3%

SIN 711-2

Worksurfaces, Workstations, Computer Furniture and Accessories

\$0 - \$124,999	59.7%
\$125,000 and above	64.7%

SIN 711-3

Filing and Storage Cabinets, Shelves, Mobile Carts and Accessories

\$0 - \$124,999	61.7%
\$125,000 and above	71.3%

SIN 711-8

Executive Office Furniture

\$0 - \$124,999	59.7%
\$125,000 and above	64.7%



Attachment to the Standard Form 1449
 Versie Total Office Solutions, Inc.
 Contract No. GS-28F-0028W

The HON Company — Tiered Discounts (cont'd)

Product Line	Govt Basic Discount with IFF
<u>SIN 711-9</u>	
Conference Room Furniture	
\$0 - \$124,999	59.7%
\$125,000 and above	64.7%
<u>SIN 711-11</u>	
Tables and Accessories	
\$0 - \$124,999	61.7%
\$125,000 and above	64.7%
<u>SIN 711-16</u>	
Upholstered Seating	
\$0 - \$124,999	59.7%
\$125,000 and above	64.7%
<u>SIN 711-17</u>	
Multiple Seating	
\$0 - \$124,999	59.7%
\$125,000 and above	64.7%
<u>SIN 711-18</u>	
Multipurpose Seating	
\$0 - \$124,999	59.7%
\$125,000 and above	64.7%



Attachment to the Standard Form 1449
 Versie Total Office Solutions, Inc.
 Contract No. GS-28F-0028W

The HON Company — Tiered Discounts (cont'd)

Product Line **Govt Basic Discount with IFF**

SIN 711-19
Stacking Chairs and Dollies/Trucks

\$0 – 124,999	59.7%
\$125,000 and above	64.7%

SIN 711-302
Education

\$0 - \$24,999	59.7%
\$25,000 and above	61.7%

Cancellation: Prior to production shall be at no charge. After production, actual cost incurred, which cannot be recovered through resale within a reasonable time (6months) will be applicable.

Restocking Policy: Returns will be accepted: however, written authorization and the issuance of a valid return by The Hon Company must be obtained. Return products which are not due to an error on the part of The Hon Company will be subject to a 25% restocking charge, plus the cost of the return freight.

Contractor	Contract Number	Schedule
Knoll, Inc. 1235 Water Street East Greenville, PA 18041-2202	GS-28F-8029H	71

SINs Accepted: 711-1, 711-2, 711-3, 711-8, 711-9, 711-11, 711-16, 711-18, 711-19
 71-93, 711-94



Attachment to the Standard Form 1449
 Versie Total Office Solutions, Inc.
 Contract No. GS-28F-0028W

Knoll, Inc. (cont'd)

Knoll, Inc. Basic Discounts: The discounts shown below are inclusive of IFF:

Product Line	Single Order List Value	Discount
Antenna, Autostrada, Currents, Upstart, Dividends, Series 2, Equity, Morrison, Reff and Reuter	\$0 - \$1,923,076	74% (**NOTE: Temporary Price Reduction Thru 12/31/2012)
Template	\$0 - \$689,655	71%
Knoll Extra w/ GSA Sapper Arm	\$0 - \$1,351,351	63%
Interaction Tables	\$0 - \$1,351,351	63% (**NOTE: Temporary Price Reduction Thru 12/31/2012)
Calibre Files & Desks	\$0 - \$135,135	63%
	\$135,135 - \$1,470,588	66%
Graham Collection	\$0 - \$1,351,351	63%
Magnusson	\$0 - \$1,351,351	63% (**NOTE: Temporary Price Reduction Thru 12/31/2012)
Knoll Studio (except Propeller)	\$0 - \$500,000	60%
Spark	\$0 - \$512,820	61%
Propeller	\$0 - \$1,351,351	63%
RPM, Sapper, Generation, EWC And Chadwick	\$0 - \$540,540	63% (**NOTE: Temporary Price Reduction Thru 12/31/2012)
Life	\$0 - \$689,655	71% (**NOTE: Temporary Price Reduction Thru 12/31/2012)
MultiGeneration and Moment	\$0 - \$526,315	62% (**NOTE: Temporary Price Reduction Thru 12/31/2012)



Attachment to the Standard Form 1449
 Versie Total Office Solutions, Inc.
 Contract No. GS-28F-0028W

Knoll, Inc. (cont'd)

SIN 711-93 - Reconfiguration: \$40.00 per hour for projects up to \$500.00 net. Reconfiguration services in excess of \$500 will be negotiated on a case-by-case basis

SIN 711-94 - Design/Layout Services: \$65.49 per hour.

SIN 711-95 – Installation: Negotiated on a job-by-job basis

Prompt Payment Terms: Net 30

Delivery Terms: 90 days ARO

FOB Terms: Destination

Minimum Order: \$100.00 Net

Maximum Order: \$500,000 Net SIN's 711-1, 711-2, 711-3, 711-8, 711-9, 711-11 and 711-93
 \$300,000 Net SIN 711-16
 \$200,000 Net SIN 711-18 and 711-19
 \$500 Net — SIN 711-93

Warranty: Knoll, Inc. Products Commercial Warranty

Restocking Policy: Not to exceed 25% of the total net cost.

Cancellation: No cancellation charges prior to production.
 After productions, only actual costs incurred that cannot be recovered through resale of items within a reasonable length of time (6 months).

Contractor	Contract Number	Schedule
Global Distributors, Inc. 4901 Fairmont Avenue Suite 202 Bethesda, MD 20814	GS-28F-0025J	71

SINs Accepted:

Global Contract #GS-28F-0025J
 711-1, 711-2, 711-3, 711-18, 711-11, 711-17, 711-18, 711-20, 711-315
 711-316

GLOBALCare Contract #GS-27F-0018T
 711-317



Attachment to the Standard Form 1449
 Versie Total Office Solutions, Inc.
 Contract No. GS-28F-0028W

Global Distributors, Inc. (cont'd)

Brand	Order Size	Discount Off List***
Global	\$1 - \$16,499*	57%
	\$16,500 - \$49,999	61%
	\$50,000 - \$99,999	62%
	\$100,000+	63%
GLOBALCare	\$1 - \$16,499*	57%
	\$16,500 - \$49,999	61%
	\$50,000 - \$99,999	62%
	\$100,000+	63%

***Orders of all brands may be combined to maximize the discount tier by BRAND (Global/GLOBALCare); order must be placed together at one time and ship to one destination at one time.

Orders that exceed the tiers outlined above may be eligible for negotiated discounting.

Contractor	Contract Number	Schedule
Krueger International, Inc. (KI) 1330 Bellevue Street P.O. Box 8100 Green Bay, WI 54308-8100	GS-28F-0033P	71

SINs: Office Furniture Group 711-1 Furniture Systems & Workstation Clusters
 711-2 Worksurfaces, Workstations, Computer Furniture & Accessories
 711-3 Filing & Storage Cabinets, Shelves, Carts, Dollies, Racks & Accessories
 711-8 Executive Office Furniture
 711-11 Tables & Accessories
 711-16 Upholstered Seating
 711-17 Multiple Seating
 711-18 Multipurpose Seating
 711-19 Stacking Chairs & Dollies
 711-95 Installation Services

Household & Quarters Group 71-204 Dormitory, Quarters and Residential Casegoods and Beds



Attachment to the Standard Form 1449
 Versie Total Office Solutions, Inc.
 Contract No. GS-28F-0028W

Krueger International, Inc. (KI) (cont'd)

Special Use Furniture
 Group 71-302 Training Room, Auditorium & Theater Furniture
 71-316 Hospital & Geriatric Chairs
 71-399 Introduction of New Services/Products

Packaged Office Group 71 1 Packaged Offices - (includes all items from KI's Office Furniture Group noted above and items from AIS' GSA Contract# GS-29F-0006K (SIN's 711-1, 711-3, 711-94, 711-97)

Maximum & Minimum Order: See Manufacturer's GSA Schedules

Prompt Pay: KI's payment terms are Net 30 days

Leadtime: See Manufacturer's GSA Schedules

FOB: See Manufacturer's GSA Schedules

Contractor	Contract Number	Schedule	
Kimball International, Inc. DBA Kimball Office, Inc.			
1600 Royal Street Jasper, IN 47549	GS-29F-0177G	71	
<u>Product Group</u>	<u>SIN</u>	<u>Volume Tiers List</u>	<u>GSA % from List</u>
Casegoods, Tables & Perks	711-2, 711-8, 711-9 711-11	250 - 1,250,000	60.0
Seating & Interstuhl Seating	711-16, 711-17 711-18, 711-19	250 - 125,000 125,001 - 763,359	60.0 60.7
Metal Filing	711-3	274 - 273,973 273,974 - 898,204	63.5 66.6



Attachment to the Standard Form 1449
 Versie Total Office Solutions, Inc.
 Contract No. GS-28F-0028W

Kimball International, Inc. DBA Kimball Office, Inc. (cont'd)

Systems
&

HUM.Minds At Work	711-1	328 - 409,836	69.5
		409,837 - 1,052,631	71.5
		1,052,632 - 1,851,852	73.0

Project Management	711-91	Per Project
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Reconfiguration Relocation Services Systems Furniture	711-93	\$51.50/hr. + IFF
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Design/Layout Services	711-94	\$65/hr. + IFF
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Installation Services	711-95	\$51.50/hr. + IFF
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Minimum Order: \$100 Net

Geographic Coverage: 48 Contiguous States, District of Columbia or Port of Exit.

Contractor	Contract Number	Schedule
Tennsco Corporation		
P.O. Box 1888 Dickson, TN 37056-1888	GS-27F-5042C	71

Special Item Numbers (SIN):

- 71-309: Clothing Lockers
- 71-310: Workbenches



Attachment to the Standard Form 1449
Versie Total Office Solutions, Inc.
Contract No. GS-28F-0028W

Tennsco Corporation (cont'd)

Discount:

\$0 - \$2,000 = 49.5%
\$2,001 - \$20,000 = 53.0%
Over \$20,001 = 55.325%

Volume Discounts:

\$100,000 - \$150,000 = 3.0%
\$150,001 - \$300,000 = 4.0%

Maximum Order Limitation:

\$250,000 NET(SIN) 71-309 per single order
\$1,000,000 (SIN) 71-310 per single order

Minimum Order: \$100

Geographic Coverage: 48 Contiguous States and Washington, DC

Prompt Payment Terms: NET 30 days

Time of Delivery: 30-120 days ARO

FOB Point: Origin, Prepay and Allowed

Restocking Policy: Notice of returns must be given in writing. A restocking fee charge will not exceed 25% of the net cost for items returned. The customer must also pay for the cost of freight.

Cancellation Policy: No charge prior to production. After production has begun, only cost incurred that Tennsco can demonstrate will be billed to the customer if merchandise cannot be resold within six (6) months.

Warranty: Standard Commercial Warranty



Attachment to the Standard Form 1449
 Versie Total Office Solutions, Inc.
 Contract No. GS-28F-0028W

Contractor	Contract Number	Schedule
Egan Visual West		
6085 Rickenbacker Road Commerce, CA 90040-3031	GS-28F-0003Y	71

Lowest price model number: VJCC \$19.00
Maximum Order Limitation: \$500,000
Minimum Order: None
Geographic Coverage: 50 States and District of Columbia
Production Point: Woodbrige, ON L4L 3P6
Discount: Prices are Net. Discount already deducted.

Volume Discounts:
 \$10,000 - \$20,000: 1%
 \$20,001 - \$30,000: 3%
 \$30,000 - \$50,000: 5%
 \$50,000 - \$75,000: 6%
 \$75,001 - \$500,000: 8%

FOB Points: (Freight Pre-paid) Commerce, CA 90040-3031 and Buffalo, NY 14150-0888

Freight included: orders are FOB Commerce, CA 90040-3031 and Buffalo, NY 14150-0888. Freight is prepaid and allows for normal ground transportation within the 48 contiguous states. A minimum order of \$467 for the freight to be prepaid is applicable. Air freight, accessorial charges such as delivery to limited access sties (mines, prisons, military, school and hospitals), blanket wrapped, inside delivery, will calls and special delivery beyond dock-to-dock delivery, will be quoted and invoiced.

Contractor	Contract Number	Schedule
D3, Inc. dba 9to5 Seating		
3211 Jack Northrup Avenue Hawthorne, CA 90250	GS-28F-0013X	71

SPECIAL ITEM NUMBER: SIN 711-18.....Multipurpose Seating
 (Sequence Model 2400 not available on Contract)
 SIN 711-19.....Stacking Chairs



Attachment to the Standard Form 1449
 Versie Total Office Solutions, Inc.
 Contract No. GS-28F-0028W

D3, Inc. dba 9to5 Seating (cont'd)

	<u>44 States and DC</u>	<u>Western States</u>
LOWEST PRICED ITEMS: SIN 711-18....Agent 1425-B2-00	\$96.29	\$84.04
SIN 711-19.....Indy 1010-GT-AP	\$74.67	\$65.17

MAXIMUM ORDER LIMITATION: \$100,000 (net) SINS 711-18 and 711-19

MINIMUM ORDER: \$100.00 (net)

GEOGRAPHIC COVERAGE: 48 CONUS and Washington DC

POINT OF PRODUCTION: Hawthorne, CA 90250

DISCOUNT: 60.7% off list for 44 States and District of Columbia;
 65.7% Western States (AZ-CA-NV-OR-UT-WA)

SINGLE ORDER QUANTITY DISCOUNT: Contact 9to5 Seating

PROMPT PAYMENT TERMS: NET 30 Days

GOVERNMENT PURCHASE CARDS are accepted at or below the micro-purchase threshold.
 GOVERNMENT PURCHASE CARDS are accepted above the micro purchase threshold.

FOREIGN TERMS: Not Available

TIME OF DELIVERY: 10 - 60 days A.R.O.

EXPEDITED DELIVERY: Items noted as "5 day Quick Ship" ship in 5 business days A.R.O.

OVERNIGHT AND 2-DAY DELIVERY: May be available at additional charge

URGENT REQUIREMENTS: Contact 9to5 Seating

FOB POINT: Origin, Dock to Dock shipment Prepaid and Allowed