

**Region 10 Education Service Center Contract**  
**(available through Equalis Group)**  
**Contract # EQ-052920-01 Furniture, Storage, Related Products, Services**  
Contract Term: September 1, 2020 - August 31, 2025

## About Equalis Group:

Equalis Group is a Member-Driven, Supplier-Centric organization that embodies the power of partnership. Equalis Group operates with the guiding principle that when the objectives of buyers and sellers are aligned, sustainable value is created, transcending that of the typical short-term transactional relationship. With this differentiated approach, Equalis Group is not just a cooperative purchasing organization.

Equalis Group leverages members' combined buying power to command better pricing and favorable Contract terms from suppliers. They develop and administer a diverse portfolio of cooperative purchasing programs that cover a wide range of products and services and provide members with a legal and compliant exemption to the bid/request for proposals (RFP) process.

Each program in the Equalis Group rapidly growing portfolio provides members with contracting compliance and the ability to configure the solution that best meets their individual needs while achieving the lowest Total Cost of Ownership.

## Eligible Agencies

Current participants include state and local government entities as well as nonprofit organizations in all states, including:

- ▶ K-12 School Districts (public, private, charter, and parochial)
  - ▶ Cities/Municipalities
  - ▶ Public Schools
  - ▶ Churches
  - ▶ Counties
  - ▶ Charitable Organizations
  - ▶ State Agencies
  - ▶ Colleges and Universities (public, private)
  - ▶ Special Districts/Other Local Governments
- ▶ Over 60,000 participants have leveraged at least one contract in the past 12 months.
- ▶ Public agencies must register to participate. Registration is free and there is no restriction on the amount or size of an order.
- ▶ For more information regarding eligible participants or how an entity can become an eligible participant, please visit <https://www.equalisgroup.org/member-registration>.

## Eligible Products

- ▶ All products in the most current version of Artcobell Price List.
- ▶ New product launches added to the contract will be announced with an Artcobell marketing communication.

## Ordering:

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- ▶ Submit orders coded: EQ052920-0.
- ▶ Must submit purchase order from the end user entity to the dealer and the purchase order from the dealer to Artcobell.

## Pricing:

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- ▶ Discount structure is made up of five tiers based on volume and desired services required. The discount percentage is what the end user entity buys from the dealer. Dealers will buy from Artcobell at their standard discount rate.
- ▶ For projects in the “negotiable” tiers please submit your bid request through Artcobell 101 bid request form.

## DISCOUNT FROM MANUFACTURER’S LIST PRICE

Tiers I-V	Delivered Tailgate *	Inside Delivery *	Delivered & Installed *
\$0 to \$15,000	40%	37%	34%
\$15,001 to \$50,000	44%	41%	38%
\$50,001 to \$100,000	Negotiable	Negotiable	Negotiable
\$100,001 to \$250,000	Negotiable	Negotiable	Negotiable
\$250,001 and Up	Negotiable	Negotiable	Negotiable

✕ Applies to 48 contiguous United States.  
 Alaska and Hawaii: freight and/or installation charges will be quoted separately per order.

## Delivered Tailgate

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- ▶ Product will be taken from the delivery truck and placed on the ground

## Inside Delivery

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- ▶ Product will be taken off the delivery truck and placed in a designated area inside the building as designated by customer

## Delivery and Installed

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- ▶ Product will be delivered to job site and installed in the area designated by the customer. Installation will include removal of all packaging materials.