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## UNIVERSITY CONTRACT AWARD

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DATE ISSUED: May 1, 2003

COMMODITY: **Furniture, Office**  
CONTRACT#: UC-03-B092302-5

FOR THE UNIVERSITY OF CONNECTICUT

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For all UCONN locations

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### TERMS OF CONTRACT:

- A. The Terms and Conditions stated in the Bid Documents shall prevail unless amended in writing by the University. Terms of this contract shall prevail on all purchases.
  - B. The University will submit Purchase Orders as required. All invoices and packing slips must reference the Purchase Order number.
  - C. Pricing shall be in accordance with the Contract Price Schedule attached hereto.
  - D. The term of this contract shall be from May 1, 2003 to April 30, 2007 with options to extend for eight (8) additional one (1) year terms.
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### Contract Vendor(s)

Name / Address / Contact

Payment Terms

#### **BKM Total Office**

Attn: Elaine Stone  
Cell: (860) 338-3706  
300 East River Drive  
East Hartford, CT 06108  
Phone: (860) 291-5666 (Help Desk)  
VM: (860) 282-1826 X  
Email: [estone@bkm.com](mailto:estone@bkm.com)  
Email: [furniturehelpdesk@bkm.com](mailto:furniturehelpdesk@bkm.com)

or Laura Lawton  
Cell: (860) 338-3642

Net 45

#### **Solidus**

Attn: Linda Bianci  
Cell: (860) 338-3566  
1084 Cromwell Avenue  
Rocky Hill, CT 06067  
Phone: 860-257-4900 Ext 270  
Fax: 860-257-4899  
Email: [lbianchi@gosolidus.com](mailto:lbianchi@gosolidus.com)

Net 30

Kathleen Joy  
Assistant Director, Purchasing  
Phone: (860) 486-4202  
Fax: (860) 486-5051  
Email: [Kathleen.joy@uconn.edu](mailto:Kathleen.joy@uconn.edu)

### BKM Total Office Summary of Pricing

Manufacturer	Furniture Products	Discount Off List Pricing
Steelcase	Workstations - Kick, Answer, Montage	53% - 60%
	Ellipse desks, bookcases, files	53% - 60%
	Seating	42% - 60%
	Wood desks, tables & chairs	45% - 52%
	Series 9000 desks & workstations	54% - 60%
Turnstone	Seating, desks, files	51% - 57%
Details	Ergonomic Worktools & Accessories	43% - 45%
Brayton	Lounge furniture and tables	45% - 46%
Metro	Desks, lounge furniture and tables	45% - 46%
Vecta	Lounge furniture and tables	45% - 46%
Revest Northeast	Remanufactured Systems Furniture	66% - 70%
	Includes Revest Response, 9000 & Avenir	
OFS/First Office	Wood & laminate desks, tables, wood chairs	53% - 55%
Steelcase	Architectural Products	Pricing per project
Tate	Concor Posilock Access Flooring	Pricing per project
	System	

Note: Pricing for exceptions or specials will be subject to a different discount (40% - 44%) depending on product line.

## Solidus Summary of Pricing

PRODUCT	DESCRIPTION	UConn DISCOUNT
INTERWORKS	SYSTEMS FURNITURE GOOD	60%
XSITE	SYSTEMS FURNITURE BETTER	60%
REASONS	SYSTEMS FURNITURE BEST	60%
WAVEWORKS	DESKING PRODUCTS GOOD	52%
INTERWORKS	DESKING PRODUCTS BETTER	60%
CETRA/INTERWORKS	DESKING PRODUCTS BEST	60%
FUNDAMENTAL	STORAGE FILE LATERAL GOOD	52%
LF SERIES	STORAGE FILE LATERAL BETTER	52%
BLOXX	STORAGE FILE LATERAL BEST	52%
ARROWOOD	WOOD CASE GOODS GOOD	52%
DEFINITION	WOOD CASE GOODS BETTER	50%
CHANGE	WOOD CASE GOODS BEST	50%
ALLSTEEL	VERTICAL FILES	47%
INTERWORKS	BOOKCASE	52%
INTERWORKS	STORAGE CABINETS	52%
HUMANSCALE	KEYBOARDS	55%
KIMBALL	ACCESSORIES	60%
NATIONAL	LOUNGE SEATING GOOD	50%
KIMBALL	LOUNGE SEATING BETTER	50%
Z WALL	WALLS GOOD	48%
CORPORATE WALL	WALLS BETTER	48%
INTERFACE	RAISED FLOORING	SPECIALTY
DESIGN	BASIC DESIGN SERVICES	\$55 per hour
DESIGN	ADVANCED DESIGN SERVICES	\$75 per hour

June 1, 2003

To: Deans, Directors, Department Heads and Departmental Secretaries  
From: Kathleen Joy  
Procurement Contract Manager  
Re: New Office Furniture contract

Effective May 1, 2003 the University entered into new agreements with two suppliers of systems office furniture and office seating to service the Storrs campus and all branches and satellite offices located throughout the state. The Purchasing Department is pleased to announce the two firms who will be exclusively specifying and supplying the University's office furniture needs for the next two years.

**bkm Total Office**  
**300 East River Drive**  
**East Hartford, CT 06108**  
(860) 291-5666  
[furniturehelpdesk@bkm.com](mailto:furniturehelpdesk@bkm.com)  
com

website:

<https://shop.bkm.com/uconn>  
[REDACTED]

**Solidus**  
**1084 Cromwell Avenue**  
**Rocky Hill, CT 06067**  
(860) 257-4900  
[mmcelrat@gosolidus.com](mailto:mmcelrat@gosolidus.com)

website:

[www.gosolidus.com](http://www.gosolidus.com)

Enhanced product offerings include more choices of steel systems furniture at all price points, wood suites, conference room and lounge furniture, architectural products and ergonomic accessories. A seating showroom on campus in the Purchasing Department at 3 North Hillside Road will soon be ready for your use. A team of skilled, professional sales representatives from both firms are poised to assist your department or school in selecting the appropriate furnishings for your environments.

Please take a few minutes to visit the Purchasing department's website at <http://www.purchasing.uconn.edu>, click on University Contracts, scroll to *Furniture, Office* to find more information.

As always I invite your feedback and further suggestions for improvement. Feel free to contact me at (860) 486-4202 or [kathleen.joy@uconn.edu](mailto:kathleen.joy@uconn.edu) with any questions or concerns. The evolution of improvement is constant and any suggestion is welcome. I plan on establishing an office furniture Users Council to monitor the progress of this new contract; contact me if you are interested in participating.

Thank you.