



## Omnia Partners, City of Charlotte (Lead Agency) Contract State of Nevada Participation Agreement

### Dealer Contract Information Sheet

Contract No. 2020000604-NV | Term: July 28, 2022 – December 31, 2025

The City of Charlotte competitively solicited and awarded a national cooperative contract to Exemplis LLC., available through OMNIA Partners, Public Sector.

**TVR #** 944297

**Price Guides** November 4, 2024 SitOnIt Seating Price Guide

**Products** Task, executive, conference, guest, stacking, nesting, and cafe/task stool seating. Lounge seating, modular seating, benches, ottomans and occasional/cube tables. Benching, protective and privacy screens, dividers, tables, storage units, sit/stand solutions and office furniture ergonomic accessories.

Volume Discount	Tiers I-IV (List Price)	Dealer Discount	Delivered Tailgate End User Disc / Dlr GP	Inside Delivery End User Disc / Dlr GP
	\$1 - \$50,000	50/20/5	54% / 17.4%	52% / 20.8%
	\$50,001 - \$100,000	50/20/7	56% / 15.5%	54% / 19.1%
	\$100,001 - \$250,000	50/20/9	58% / 13.3%	56% / 17.3%
	\$250,000 and up	Negotiable	Negotiable	Negotiable

**FOB:** Destination

**Installation Services:** Negotiated on a project by project basis

**Dealer SPIFF** Standard at all tiers.

**Minimum Order** None; \$95 fee when ordering 3 or less Table Top units or less than 3 Lounge Products.

**Credit Card** Credit card will be accepted. A 3% Credit Processing Fee will apply.

**Purchase Order Instructions** Orders must have TVR number to receive this contract's discounting. The name of the registered End User must appear in full (no abbreviations) on the Purchase Order.

**All OMNIA Partners Members must place their Purchase Orders through our authorized dealer – Henriksen Butler.**

**Contract Administration** Derek Cairo; Director of Contracts  
6415 Katella Avenue, Cypress CA 90630  
Ph: 888.274.8664 | Fax: 714.995.4855  
Email: [dcairo@exemplis.com](mailto:dcairo@exemplis.com)

**Sales Contact** Andre Lafleur, Director of Public Sector Sales  
6415 Katella Avenue, Cypress, CA 90630  
Ph: (678) 764-6143  
Fax: (714) 995-4855  
Email: [alafleur@exemplis.com](mailto:alafleur@exemplis.com)

#### Leading Public Sector Cooperative Procurement

OMNIA Partners, Public Sector is the premier purchasing organization for state and local government, K-12 education, colleges and universities. All contracts available have been competitively solicited and publicly awarded by a government entity serving as the lead agency while utilizing industry best practices and processes. With the most experienced team in cooperative procurement and supply chain management, OMNIA Partners, Public Sector has the expertise to help public organizations achieve their strategic goals.

#### Who is eligible to use OMNIA Partners, Public Sector contracts?

Cities/Municipalities, Counties, State Agencies, K-12, Colleges & Universities, Private Schools, Non-Profits & Special Districts.