



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
MATERIALS MANAGEMENT DEPARTMENT
101 OLD VENICE ROAD • OSPREY, FLORIDA 34229
TELEPHONE (941) 486-2183 • FAX (941) 486-2188

MEMORANDUM

TO: Members of the School Board
Lori White, Superintendent
Mitsi Corcoran, Chief Financial Officer

FROM: Pat Black, CPPB, Director of Materials Management

TITLE: APPROVAL TO PURCHASE OFFICE AND CLASSROOM FURNITURE
ON STATE CONTRACT

The Materials Management Department requests permission to purchase office and classroom furniture from The Hon Company on the State of Florida Furniture Contract #425-001-12-1. Consolidating purchases under this agreement will result in discounts ranging from 59.7% to 74.3%. The funds for these purchases are contained in the capital budgets for new construction and individual cost center budgets.

Requested by:
Pat Black

Fiscal Impact:

Not to exceed
\$625,000.00

Recommended Motion: That the purchase of furniture from The Hon Company, in an amount not to exceed \$625,000.00, be approved as presented.



August 20, 2014

Blanket Purchase Agreement

BPA Number: School Board of Sarasota County
 (This number should be placed on all orders)

This Blanket Purchase Agreement (this "Agreement") is effective as of 9/21/2014 ("Effective Date"), by and between The HON Company LLC ("HON") and School Board of Sarasota County (the "Agency"). HON and the Agency have entered into this Agreement in order for the Agency to purchase HON commercial products ("Products") and related services ("Services") directly from HON. HON may utilize its network of authorized dealers in the performance of this Agreement.

Except as expressly stated herein, Agency's purchase of Products and Services are based upon the pricing, terms and conditions set forth in HON's State of Florida contract #425-001-12-1, by and between HON and Florida (the "State of Florida Contract"). The pricing and available Products and Services of the HON State of Florida Contract may be amended, revised, or renewed from time to time pursuant to the terms of the Florida Contract, and all such changes, amendments and revisions are incorporated by reference herein without need to formally amend this Agreement.

During the following dates: 9/21/2014 – 9/20/2015, the Agency agrees to purchase a minimum of \$625,000.00 List of product from HON ("Annual Purchase Projection"), determined on cumulative invoiced purchases during the term. In consideration for the Annual Purchase Projection, the Agency shall be entitled to purchase HON products at the discounts off the current list price in effect under the HON State of Florida Contract. Discounts are based on individual order size. As of the Effective Date, the current discounting applicable to Agency's purchases of Products is as follows:

Tier	List	Systems and Pedestals	Vertical and Lateral Files/Storage	Tables, Metal Decking, Computer Support, Veneer and Laminate Caseworks	HON Branded Seating	Select Basic Branded Seating and Tables	List	Education
1	0 - 24,999	72.9%	62.5%	60.5%	60.5%	62.5%	\$0 - 24,999	60.5%
2	25,000 - 74,999	73.4%	63.2%	61.3%	61.3%	63.2%	\$25,000 and above	61.7%
3	75,000 - 124,999	74.0%	64.0%	62.1%	62.1%	64.0%		
4	\$125,000 and above	74.3%	71.3%	64.7%	64.7%	64.7%		

Non-contract items will be discounted at 59.7%

HON reserves the right to deny the Agency future Blanket Purchase Agreements. The pricing applicable to installation in the State of Florida Contract shall not apply to any purchases for Services made by Agency from HON through an authorized dealer. All pricing for installation Services must be negotiated on a case by case basis between Agency and an authorized dealer.

All of Agency's orders must be made out to The HON Company LLC and shall reference the State of Florida Contract number: 425-001-12-1, and the BPA number at the top of this Agreement. Each order must have a single "ship-to" destination within the United States in order for the freight to be paid by HON.

This Agreement expires 9/20/2015.

The following office(s) are hereby authorized to place orders under this Agreement:

Agency Name: School Board of Sarasota County

Address: 101 Old Venice Road

City, State, Zip Code: Osprey, FL 34229

Will orders be placed by one centralized purchasing location? Yes

If no, please list other locations that will be utilizing this Agreement:

_____	_____
_____	_____
_____	_____

Orders may be sent to the HON Servicing Dealer providing the product installation services for review prior to order placement.

HON shall invoice the Agency upon shipment of Product.

Payment terms are net 30 days, with no additional discount for early payment.

Product shall be shipped not to exceed 60 days after receipt of a valid order.

The Agency:

Jane Goodwin

(Printed Name)

(Signature)

Chairperson, SBSC

(Title)

(Date)

The HON Company LLC:

(Printed Name)

(Signature)

(Title)

(Date)