



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 58.2% to 73.3%. The funds for these purchases are contained in the capital budgets for new construction and individual cost center budgets.

Requested by:
Pat Black

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 09-11-2012

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.

BPA Number School Board of Sarasota County

BLANKET PURCHASE AGREEMENT

THIS BLANKET PURCHASE AGREEMENT (this “Agreement”) is effective as of September 21, 2012, by and between The HON Company (“HON”) and School Board of Sarasota County (the “Agency”).

HON and the Agency, have agreed to enter into this Agreement in order to allow the Agency to acquire HON commercial products and services directly from HON, with the assistance of authorized servicing dealers, using pricing, terms, and conditions set forth in the HON State of Florida contract 425-001-12-1. The pricing, terms, and conditions of the HON State of Florida are incorporated by reference herein. HON will provide the Agency with copies of the HON Florida Contract upon written request. This BPA will be null and void on the date of the State of Florida Contract 425-001-12-1 expires with HON, unless a new contract supersedes Contract 425-001-12-1.

The Agency agrees to purchase, during the following dates, September 21, 2012 – September 20, 2013, a minimum of \$ 625,000 list of product from HON (“Annual Purchase Projection”), determined on a net invoice basis. Based upon the Annual Purchase Projection, the Agency shall be entitled to purchase HON products at the following discounts off the current list price in effect under the HON Florida Contract:

Systems and Pedestals	72.5%
Metal Desks and Computer Support	65.7%
Lateral Files and Storage	73.3%
Other Filing and Storage	71.5%
Executive Office Furniture	64.9%
Conference Room Furniture	64.9%
Tables	64.5%
Reception Seating	65.0%
Multiple Seating	65.0%
Multi-Purpose Seating, Steel	65.0%
Multi-Purpose Seating, Wood	65.0%
Stacking Seating	65.0%
Voi	64.4%
Education	62.3%
Open Market	58.2%

In the event that the Agency fails to meet its Annual Purchase Projection, HON will base discounts in future Blanket Purchase Agreements with the Agency's performance under this Agreement for the most recent twelve-month BPA period. HON reserves the right to deny the Agency future Blanket Purchase Agreements.

Orders MUST reference the individual HON Florida Contract number, and the BPA number of this agreement. Orders shall be submitted for a minimum of \$100.00 net on each order. Orders must have a single "ship to" destination within the United States in order for the freight to be paid by HON.

This Agreement expires: September 20, 2013 .

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

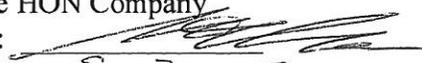
OFFICE	POINT OF CONTACT/PHONE/FAX
<u>School Board of Sarasota County</u>	<u>JoAnn Joyce</u>

Orders may be placed via Fax or paper to: The HON Company
C/O Servicing Dealer
200 Oak Street
Muscatine, IA 52761
PH: 800-466-869
FX: 800-833-3902

Orders may be sent to the HON Servicing Dealer 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 HON Company:

Agency:

The HON Company
By: 
Date: 8-30-12
Keith Keller
Director Government Contracts
and Compliance

School Board of Sarasota County
By: _____
Date: 9/18/12
Caroline Zucker (print name)
School Board Chair (title)