

APPENDIX A Pricing for TXShare

For Office and Classroom Furniture with Installation and Related Services, contractor shall quote participating TXShare Entities the rates and/or discount required for the products and related services specified by the RFP. Contractor's proposed minimum catalog discount for their product categories are found below.

At Lakeshore, we have extensive classroom experience. We offer a wide variety of furniture lines and products that can be used by students from early childhood through high school. Our product developers are true educators who understand the functional requirements of classroom furniture. They ensure that our furniture is the best by conferring regularly with thought leaders and other experts in education research and design. Each Lakeshore furniture line is designed with the specific needs of students in mind, is developmentally appropriate and includes intentional elements that enhance the learning experience.

All items are available for purchase by all NCTCOG TXShare Cooperative Purchasing Program Members nationwide. Members can visit us at www.LakeshoreLearning.com and search "furniture" to view all of our furniture items! Your dedicated Regional Sales Manager, Anthony McKee, will work with NCTCOG TXShare Cooperative Purchasing Program Members to finalize product selections and will also be available to assist with any installations and site visits. Rest assured, our team will continue to work closely with you during the design stage and will make any necessary changes along the way.

OFFER

Lakeshore is pleased to present the following offer to North Central Texas Council of Governments:

- 5% discount on all nonsale items from Lakeshore's catalogs, website (www.LakeshoreLearning.com) and retail stores (see attached Store List for locations).
- FREE shipping on all orders in the contiguous United States.
- For orders shipping outside of the contiguous United States, please estimate standard shipping freight charges at 25% of the subtotal, with a minimum freight charge of \$9.99.

Complete Classrooms® design, delivery and white-glove installation service complimentary on orders of \$20,000 or more that ship to a single location in the contiguous United States.

Depending on delivery location, additional charges may apply. This service includes:

- Unpacking and assembly
- Supervised setup in a classroom, a library, a media center or other learning space
- Custom labeling and boxing of orders by designated information, such as by classroom or teacher
- Supervised verification that all rooms are in ready-to-move-in condition

Must reference "Per RFP #2023-074" on all purchase orders to receive these terms.

Lakeshore agrees to hold the discount offered in this submission throughout the lifetime of the contract. Catalogs and prices are subject to change during the calendar year, and in the event of significant factors outside our control, such as government-imposed tariffs or global pandemic; for current prices please visit www.LakeshoreLearning.com.