

## Award Summary

Foliot Furniture Pacific Inc. – Office Furniture, Accessories, and Installation Services Award

Initial Award Term: May 27, 2020 – May 27, 2025

Remaining Renewals: One (1) Five (5) year renewal period

Award Name: Office Furniture, Accessories, and Installation Services

Award Status: Initial Term

Award Type: IPHEC, A-1

RFP#: IPHEC1905

Award Overview: The scope of this solicitation is to provide access to economy, moderate and high-end (good, better, best) furniture in a variety of categories, offerings and surfaces including, but not limited to; wood, laminate, and metal. In addition, IPHEC is seeking a variety of accessories and related services (i.e. installation, set-up, design, product management, storage, etc.).

### Supplier Information

Supplier Name: Foliot Furniture Pacific Inc.

	<b>Average Discount</b>	<b>Category</b>
	N/A	Collaboration Systems
	N/A	Office Systems/Case Goods
	52.00%	Storage
	52.00%	Lounge
	N/A	Medical
Price/Discounts:	N/A	Classroom
	52.00%	Residential
	N/A	Auditorium
	52.00%	Desks
	52.00%	Tables

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52.00%	Seating
52.00%	Accessories
40.00%	Textiles & Finishes
100.00%	Surface Finishes

Price Increase:

- 2% maximum escalation for year 2; May 26, 2021 to May 27, 2022
- 2% maximum escalation for year 3; May 26, 2022 to May 27, 2023
- 2% maximum escalation for year 4; May 26, 2023 to May 27, 2024
- 2% maximum escalation for year 5; May 26, 2024 to May 27, 2025
- 4% maximum escalation for year 6; May 26, 2025 to May 27, 2026
- 4% maximum escalation for year 7; May 26, 2026 to May 27, 2027
- 4% maximum escalation for year 8; May 26, 2027 to May 27, 2028
- 4% maximum escalation for year 9; May 26, 2028 to May 27, 2029
- 4% maximum escalation for year 10 May 26, 2029 to May 27, 2030

### Ordering Information

Minimum Order: Foliot will quote regardless of quantity required. However for “custom” designed products, finishes, or fabrics that are not part of Foliot’s standard design, a minimum quantity may be required.

Substitution of Items:

All claims should be reported to the account manager designated to the client’s account. Request will be processed within 48 working hours. Under normal circumstances, any components can be shipped for replacement or repair approximately 10 days from date of request..

- Participating institutions will solicit a written quotation from each awardee on each furniture installation requirement and make an award to the lowest price.

Place Orders with:

- All purchase orders placed for furniture, accessories or services, by the IPHEC participating Universities, will be placed with the awardees, who will contact their local dealership assigned, if the dealer is included in the services requested. No IPHEC purchase orders will be placed with a local

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dealership.

- a. All invoicing against those purchase orders shall be the responsibility of the awardees, not their local dealership.

Payment Terms: N/A

Delivery Terms: Foliot will comply with the terms of FOB shipment.

Partial Shipments: If a partial delivery is required, they will make sure the products are arrived on-time per the client’s needs. In the event that the University encounter delays, Foliot can offer storage solutions as well as weekends and overnight install.

	Order Size	Cost	Exception
Delivery w/Set-up	Orders \$5,000- \$49,000	\$7,500	
	Orders \$50,000 - \$149,999	\$22,000	
	Orders \$150,000 - \$249,000	\$35,000	
	Orders \$250,000 - \$750,000	\$90,000	
	Order Size	Cost	Exception
Delivery w/Installation	Orders \$5,000- \$49,000	\$7,500	
	Orders \$50,000 - \$149,999	\$22,000	
	Orders \$150,000 - \$249,000	\$35,000	

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	Orders \$250,000 - \$750,000	\$90,000	
	Order Size	Cost	Exception
Disassembly w/installation	Orders \$5,000- \$49,000	\$17,500	
	Orders \$50,000 - \$149,999	\$32,000	
	Orders \$150,000 - \$249,000	\$45,000	
	Orders \$250,000 - \$750,000	\$100,000	
	Cost		Exception
Disassembly and relocation	Orders \$5,000- \$49,000	\$17,500	
	Orders \$50,000 - \$149,999	\$32,000	
	Orders \$150,000 - \$249,000	\$45,000	
	Orders \$250,000 - \$750,000	\$100,000	
Warehousing Services:	\$15.00 cost per square foot/week \$60.00 Cost per square foot/month		
Return Policy:	No additional costs associated with providing this service. "No-Hassle" policy will be respected and a solution that works for the client will be		

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proposed.

Warranty: Foliot Furniture offers an Industry Leading Warranty; lifetime on all metal components and 25 years on all case goods.

### Design Services

Design Services: Foliot evaluates customers' needs to be able to recommend the most practical and cost-effective solutions. A dedicated District Manager will be available to visit the client onsite without geographical restrictions.

There will be no charge for licensed interior designers with or without furniture purchased.

### Project Management Services

- Project Manager
1. A devoted District Manager available to visit and advise customers in order to ensure complete satisfaction.
  2. An Account Manager fully committed to servicing the customer's furniture requirements and to help coordinate every step of the process.
  3. Continuous on-site supervision by our trained Installation Specialists throughout the installation process.
  4. A meticulous follow-up program with the client following the initial furniture installation.

There will be no charge for management services

Autocad No Charge for use of AutoCad

### Contact Information

University Contacts for Award Questions:

Award Contact: **Graham LaMontagne**  
217-300-6452  
[Graham42@uillinois.edu](mailto:Graham42@uillinois.edu)

Secondary **Kayci Puckett**  
217-244-9177

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Contact: [kbohlen@uillinois.edu](mailto:kbohlen@uillinois.edu)

### Supplier Contacts

Foliot only sells direct, no dealers or resellers. Dealership list is therefore not applicable.

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Foliot only sells direct, no dealers or resellers. Dealership list is therefore not applicable.

Foliot contacts:

Jeremy Panneton  
7000 Placid Street, Las Vegas NV 89119  
450-275-3593  
[jpanneton@foliot.com](mailto:jpanneton@foliot.com)

### Additional Support Contacts for IPHEC:

Customer Service Rep: **Vanessa Power (Contact for Contract)**  
800-545-5575 ext.249  
[vpower@foliot.com](mailto:vpower@foliot.com)

Back-up Customer Service Rep: **Lee Ann Comeau (Project/Client Contact)**  
800-545-5575 ext.306  
[lcomeau@foliot.com](mailto:lcomeau@foliot.com)

Customer Service Manager: **Vanessa Power (Senior Contract Specialist)**  
800-545-5575 ext.249  
[vpower@foliot.com](mailto:vpower@foliot.com)