

November 27, 2023

Davis School District
Attn: Kelli Hall, Sr. Buyer
Building G-4, Freeport West
Clearfield, UT 84016

RE: Stage 4: Pricing Evaluation - RFP #KH24-003 Cooperative RFP for School and Office Furniture

Dear Kelli Hall and Review Committee Members,

Thank you for providing Lakeshore Learning Materials with the opportunity to advance to stage 4 of RFP #KH24-003 Cooperative RFP for School and Office Furniture.

OFFER

Lakeshore is pleased to present the following offer to Davis School District and any other participating School District listed in Schedule C of the Bid Solicitation:

- Tiered discount on all furniture items listed in our proposal:
- 5% discount for orders under \$100,000
- 6% discount for orders between \$100,001 - \$250,000
- 7% discount for orders over \$250,000
- **FREE SHIPPING** on all orders for the entire state of Utah with no minimum order required

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

Should you have any questions, please feel free to contact Brian Barney at (801) 633-9390 or bbarney@lakeshorelearning.com.

Thank you in advance for giving Lakeshore Learning Materials the opportunity to serve you. We look forward to doing business with you!

Sincerely,



Johanna Lopez
Bid Analyst
Lakeshore Learning Materials