



**SICO® America, Inc. Contract Pricing Structure  
with the National Intergovernmental Purchasing Alliance (National IPA).**

*(Effective March 5, 2015 - March 4, 2017 with available renewal through 2020.)*

The Norfolk Public Schools awarded a contract to SICO® America, Inc. under RFP-15006FL for Educational Furniture and named National IPA as the cooperative. Below is the discount structure as it pertains to the current SICO® America, Inc. list pricing.

Tiers I - IV	Discount From SICO® America List Price		
	Delivered Tailgate	Inside Delivery	Delivered & Installed
\$0 to \$15,000	45.00%	43.00%	39.00%
\$15,001 to \$50,000	45.00%	43.00%	39.00%
\$50,001 to \$100,000	46.50%	44.50%	40.50%
\$100,001 to \$250,000	48.00%	46.00%	42.00%
\$250,001 and up negotiated			

**List Prices**

For current SICO® America list prices to use with the above discount structure, please contact the SICO® Regional Sales Manager in your area: <http://www.sicoinc.com/americas/en/teams/education>

**Minimum order amount**

Orders below \$2,500 will use the same pricing, but will be quoted with added applicable freight.

**Freight Terms**

Freight is FOB Destination for standard shipments, excluding expedited delivery or special handling by carrier. For all shipments outside of the Contiguous 48 United States (such as, but not limited to: Alaska, Hawaii, Guam, Puerto Rico, U.S.V.I.) a logistics surcharge of 30% of the contracted price will be added to the invoice.

**In addition, participating agencies benefit from additional programs including:**

**5% Discount Option**

For all products *offered in a standard chrome finish*, SICO® agrees to provide a 5% discount for customers who wish to select a powder coated finish as an option.

**There are no exclusions**

The entire SICO® product line is available using the same aggressive discount and pricing structure.

**FREE Space Analysis**

SICO® America, Inc. and its Authorized Servicing Dealers will perform at the request of the NIPA member a no-charge space analysis survey and recommendation. This planning service will provide the NIPA member with a detailed layout plan (CAD file, PDF) of the site with SICO® product placement for maximum use of space and efficiency. This is a free service provided as a part of this contract.

