



## Request for Contract Update

Pursuant to the terms of contract number R191811 for Kimball International Brands, Inc. Contractor must notify and receive approval from Region 4 ESC when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4 ESC. Region 4 ESC reserves the right to accept or reject any request.

Kimball International Brands, Inc. (Contractor) hereby provides notice of the following update on this date July 25th, 2023.

**Instructions:** Contractor must check all that may apply and shall provide supporting documentation. Requests received without supporting documentation will be returned. This form is not intended for use if there is a material change in operations, such as assignment, bankruptcy, change of ownership, merger, etc. Material changes must be submitted on a "Notice of Material Change to Vendor Contract" form.

**Authorized Distributors/Dealers**  
X Addition  
X Deletion  
X Supporting Documentation

**Price Update**  
X Supporting Documentation

**Products/Services**  
       New Addition  
X Update Only  
X Supporting Documentation

**Discontinued Products/Services**  
       Supporting Documentation

**States/Territories**  
       Supporting Documentation

**Other** \_\_\_\_\_  
       Supporting Documentation

Notes: Contractor may include other notes regarding the contract update here: (attach another page if necessary).  
Please see the attached synopsis of all updates requested.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Submitted By: Kelli Jenkins

**Approved by Email:** Date 7/27/2023 | 8:27 AM CDT

Title: Trade Manager, Strategic Contracts

**Denied by Email:** Date \_\_\_\_\_

Email Address: kelli.jenkins@kimballinternational.com

DocuSigned by:  
Robert Zingelmann  
**Region 4 ESC:** \_\_\_\_\_  
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Kimball NATIONAL. *&c.* interwoven **poppin.**

Kimball International, Inc.  
1600 Royal Street  
Jasper, IN 47546

July 25<sup>th</sup>, 2023

Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services  
Region 4 Education Service Center  
7145 West Tidwell Road  
Houston, TX 77092

Region 4/OMNIA Partners Proposed Updates for Kimball International Contract R191811:

- Updates to Authorized Dealers
  - Listing Attached
- Price Increase Effective October 1, 2023
  - Attached Letter & Revised Pricing Matrices Attached
- Updates to Poppin product offering through Kimball International
  - As part of the update to Kimball International's parent corporation in June 2023 (Notice of Material Change 2), the reporting structure for the Poppin brand has changed, and it will now report directly to Kimball International's parent, HNI, rather than Kimball International. As part of this change, the Poppin products offered within the Kimball International portfolio have been updated and will now be solely focused on PoppinPods only. This means that any contracts which had previously offered the full Poppin portfolio will need to be revised to reflect these changes in the product distribution strategy.
  - These changes have been reflected on the updated pricing matrices as well.

If you have any questions regarding this change, please contact Kelli Jenkins at 812.639.4196 or [Kelli.Jenkins@KimballInternational.com](mailto:Kelli.Jenkins@KimballInternational.com)

Thank you,

A handwritten signature in black ink that reads "Kelli Jenkins".

Kelli Jenkins  
Trade Manager, Strategic Contracts  
Kimball International, Inc.



Kimball NATIONAL. **Etc.** interwoven **poppin.**

July 14, 2023

Dear Valued Customer,

At Kimball International, we remain focused on providing relevant and exceptional furniture solutions for clients as they reimagine the future of spaces of all types. We are releasing early notification of an upcoming price adjustment to aid in your planning.

Over the course of the last 18 months, our industry has been impacted by sustained inflationary pressures. Due to significant increases in labor, freight, and commodity costs, our manufacturing and delivery expenses for furniture have risen. While global supply chain stabilization has helped moderate inflation, we continue to experience rising labor and commodity costs and now find it necessary to make changes to our pricing.

Therefore, we are implementing a market price increase at an average rate of approximately 2%, effective **Monday, October 2, 2023**. The average 2% price increase is made up of increases ranging from 0% to 8% on all products within the Kimball, National, Etc. and Interwoven brands, as well as PoppinPods sold through Kimball International Distribution.

For a detailed listing of price increases by brand, product type, and series, please see below.

Please use this as advanced notice for your project planning. For your convenience, new pricing will be reflected in the September release of all e-tools and our online price lists will be updated by September 1, 2023. **Please note that current pricing will be honored for all orders received from our authorized dealers through Sunday, October 1, 2023.**

We look forward to delivering the level of service you have come to expect from Kimball International, with exciting new research and tools rolling out this fall. They will address perspectives and solutions for the future of workplace, health, and education environments, and how to best apply our newest product introductions.

Thank you for your continued support of Kimball International.

Regards,

Lisa Schmidt  
Sr. Director, Trade Marketing



Kimball NATIONAL. **Etc.** interwoven **poppin.**

## October 2<sup>nd</sup>, 2023 Price Increase Percentages by Brand and Product

The average 2% price increase ranges from 0% to 8% on all products within the Kimball, National, Etc. and Interwoven brands. These percent increases are the result of the deep analysis we have conducted regarding material and related cost increases, balanced with our goal of maintaining competitive prices and protecting your ability to compete strongly in the marketplace.

	No Increase	3% Increase	8% Increase
<b>Kimball (Including David Edward)</b>	EverySpace Joya Narrate Etarran Xsede Adj Height Footprint Metal	Remainder of Portfolio	Definition Cetra Xsede (except Adj Height) Fundamental Filing LF Filing
<b>National</b>	Chaddy Connolly Collette Picado Mariben Tag Fringe Naviyd *WaveWorks (except Metal which will increase by an average of 22.5%)	Remainder of Portfolio	Tellaro
<b>Etc.</b>	-	Entire Portfolio	-
<b>Interwoven</b>	-	Remainder of Portfolio	Greer Meadow
<b>Poppin Pod</b>	Om Pods Kolo Pods	-	-

**\*All product options within casegoods, tables, and seating will incur a 3% price increase.**

Omnia Partners - Region 4 ESC - TX  
 Kimball International Brands, Inc.  
 Contract # R191811

Effective 10.1.2023

Brand	Category	Description	Current Price Lists	Drop Ship Tier 1 Discount \$0-\$49,999 List Price Per Order	Drop Ship Tier 2 Discount \$50,000 - \$99,999 List Price Per Order	Drop Ship Tier 3 Discount \$100,000 - \$249,999 List Price Per Order	Drop Ship Tier 4 Discount \$250,000+ List Price Per Order
Kimball National Etc. Interwoven Poppin (Pods Only)	Freestanding Furniture Seating/Chairs Soft Seating Filing Systems, Storage and Equipment Library Furniture Cafeteria Furniture Audio/Visual Furniture Educational Office Furniture Quick Delivery Products	Desks, Storage, Filing, Training, Side, Meeting Tables, Caseworks, Task, Lounge, Guest, Side Seating, Pods	Kimball Accessory Solutions effective 10.1.23 Kimball Acoustics & Space Dividers effective 10.1.23 Kimball David Edward Collection effective 10.1.23 Kimball Desks & Workstation Solutions effective 10.1.23 Kimball Meeting & Collaboration Solutions effective 10.1.23 Kimball Ready effective 10.1.23 Kimball Seating Solutions effective 10.1.23 National Casegoods 1 effective 10.1.23 National Casegoods 2 effective 10.1.23 National Casegoods Quick Delivery effective 10.1.23 National Seating Quick Delivery effective 10.1.23 National Return to Work effective 10.1.23 National Seating effective 10.1.23 National Tables effective 10.1.23 Etc. effective 10.1.23 Interwoven effective 10.1.23 PoppinPods effective 10.1.23	55.0%	55.5%	56.0%	Negotiable
Kimball	Systems Furniture	Panel systems, workstation components, surfaces, storage, support	Kimball Systems Solutions effective 10.1.23	65.0%	65.0%	67.0%	Negotiable
Kimball	Filing Systems, Storage and Equipment	Metal lateral & storage files	Kimball Systems Solutions effective 10.1.23	55.0%	55.5%	56.0%	Negotiable

Services	Hourly Rate Range - Non Union Rates
Inside Delivery	Quoted on a per order basis
Basic Installation - Normal Hours	\$60.00 - \$95.00
Basic Installation - After Hours	\$100.00-\$150.00
Reconfiguration Services	Quoted on a per order basis / Locally Negotiated
Design	\$65.00 - \$75.00
Project Management	\$72.00 - \$125.00

Omnia Partners - Region 4 ESC - TX  
 Kimball International Brands, Inc.  
 Contract # R191811

Effective 7.25.23 - 9.30.2023

Brand	Category	Description	Current Price Lists	Drop Ship Tier 1 Discount \$0-\$49,999 List Price Per Order	Drop Ship Tier 2 Discount \$50,000 - \$99,999 List Price Per Order	Drop Ship Tier 3 Discount \$100,000 - \$249,999 List Price Per Order	Drop Ship Tier 4 Discount \$250,000+ List Price Per Order
Kimball National Etc. Interwoven Poppin (Pods Only)	Freestanding Furniture Seating/Chairs Soft Seating Filing Systems, Storage and Equipment Library Furniture Cafeteria Furniture Audio/Visual Furniture Educational Office Furniture Quick Delivery Products	Desks, Storage, Filing, Training, Side, Meeting Tables, Caseworks, Task, Lounge, Guest, Side Seating, Pods	Kimball Accessory Solutions effective 10.3.22 Kimball Acoustics & Space Dividers effective 10.3.22 Kimball David Edward Collection effective 10.3.22 Kimball Desks & Workstation Solutions effective 10.3.22 Kimball Meeting & Collaboration Solutions effective 10.3.22 Kimball Ready effective 10.3.22 Kimball Seating Solutions effective 10.3.22 National Casegoods 1 effective 10.3.22 National Casegoods 2 effective 10.3.22 National Casegoods Quick Delivery effective 10.3.22 National Seating Quick Delivery effective 10.3.22 National Return to Work effective 10.3.22 National Seating effective 10.3.22 National Tables effective 10.3.22 Etc. effective 10.3.22 Interwoven effective 10.3.22 PoppinPods effective 11.1.22	55.0%	55.5%	56.0%	Negotiable
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Kimball	Filing Systems, Storage and Equipment	Metal lateral & storage files	Kimball Systems Solutions effective 10.3.22	55.0%	55.5%	56.0%	Negotiable

Services	Hourly Rate Range - Non Union Rates
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