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Contract Information

**Keystone Purchasing Network (KPN)
Educational & Classroom Furniture Catalog Discount
Contract # 201808-01C**

Contract Term

The contract term is 8/15/2018-2/28/2020.
The contract may be extended for four additional years (2021-2024) with the possibility of an additional 1-year extension.

Contract Pricing

The contract establishes a ceiling price for the purchasing agencies. Dealers may not sell above this price, but can always go lower if desired. The discount off list at which dealers sell to the purchasing agency is tiered as follows:

List Price Floor	List Price Ceiling	Discount
\$0	\$4,999.99	31%
\$5,000.00	\$14,999.99	37%
\$15,000.00	\$29,999.99	39%
\$30,000.00	\$99,999.99	40%
\$100,000		40.5%

Freight – The discounts above do not include freight. The contract allows for freight to be quoted separately.

Price List

KPN allows price lists to be updated at any time. Current price lists will be posted on the NPS website. Additionally, NPS will send out notifications to dealers upon approval of an updated price list.

Submitting PO's

NPS asks that dealers reference the contract number on PO's. It would be best if you could also include a copy of the end-user PO for our records.

Report of Contract Usage

NPS is required to send quarterly sales reports to KPN in a specific format. Dealers are required to furnish NPS with their contract sales in the same format so that we can compile everything into a single report for KPN in a timely manner.

About KPN

https://www.thekpn.org/library/article/About_KPN/

