



## Navy BPA Contract N00189-17-A-0090

### **Navy BPA Pricing – Zones 1, 2 & 3**

All furnishings under the HPFi Navy BPA Contract are priced, including dock-to-dock delivery within the 48 contiguous states. Prices are based on “Ship To” (delivery location) for Zone 1, Zone 2, or Zone 3, in the commercial HPFi Price Book. Add minimum freight charge of \$75.00, if shipping weight is less than 500 lbs. Free freight over 500 lbs. shipping weight.

*Additional costs:*

\*\*\* Palletization of casegood products is recommended; cost is \$24.00 Net per pallet, most items one pallet/product. Seating is **NOT** palletized.

\*\*\* Special delivery requirements (base deliveries, delivery appointments, call-before-delivery, etc.) will be added to the invoice. Costs must be quoted in advance.

**Navy BPA Purchase Orders must be priced from the current HPFi Price Book using the appropriate Zone pricing.**

### Calculating BPA Net Prices

To determine BPA Net prices:

- 1) Calculate the Total List Amount of the order.
- 2) Cross-reference this amount against the below chart to determine appropriate GSA discount.
- 3) Apply corresponding multiplier to List Prices to determine net price.

| <b><u>Total LIST Price of Order</u></b> | <b><u>Discount off List</u></b> | <b><u>Multiplier</u></b> |
|---|---------------------------------|--------------------------|
| Orders up to \$50,000.00                | 56.9%                           | .431                     |
| Orders \$50,001 to \$75,000             | 60.5%                           | .395                     |
| Orders \$75,001 to \$200,000            | 62.0%                           | .380                     |
| Orders \$200,001 to \$300,000           | 63.0%                           | .370                     |
| Orders \$300,000 to \$500,000           | 64.0%                           | .360                     |

### Use Current HPFi Commercial Price Book For “Ship To” Zone

Effective pricing on all models is listed in the HPFi Commercial Price Book.

Contact Crystal Fowler, Navy BPA Customer Service Representative, at 800.948.6871 with questions or for additional details.