



Contact:

Heather Arnold

harnold@viaseating.com

P: 812-686-8427

F: 800-833-9094

Purchase Order and Remittance Details:

POs made out to:

Via, Inc.
205 Vista Blvd.
Sparks, NV
89434

"VHA IDIQ" to be visible on PO.

Email POs to:

orders@viaseating.com

Fax POs to:

800-833-9094

Payment terms:

Dealer submitting order.

Early payment discount:

1% - Net 15.

Remit to:

Via, Inc.
PO Box 97461
Las Vegas, NV
89193-7461

VHA IDIQ

Awarded 12.20.18 Revised 5.21.20

Price Book:

Via Price List and Specifications 2020.

Discount schedule:

59% Off List.

Freight:

FOB Destination within
49 Contiguous United States.

Delivery/Installation:

Delivery and Install to be negotiated between
Dealer and End User and must be a separate line
item (if required).

Dealer commision:

10%

SPIFF: Half SPIFF.

VHA IDIQ contract information:

SDVOSB Dealers awarded VA IDIQ:

- Coronado Distribution Co., Inc. (CALIFORNIA)
- CUNA Supply (TEXAS)
- Gov Solutions (VIRGINIA)
- Johnson Danforth & Assoc. (ARKANSAS)
- JPL & Associates (FLORIDA)
- SDV Office Systems (NORTH CAROLINA)
- The Russell Group (OHIO)
- Veteran Office Design (NORTH CAROLINA)

The Veterans Health Administration awarded a 5 year (with optional 5 year) IDIQ for all VHA Hospitals and Clinics in December of 2018. Estimated spend on this IDIQ is \$100M per year. This is a mandatory use IDIQ for VHA only. Veteran Benefits Administration (VBA) & National Cemetery Administration (NCA) along with the Administration will continue to use the GSA / SDVOSB to procure.

For VHA locations go to: <https://www.va.gov/directory/guide/division.asp?dnum=1>

The IDIQ was awarded to 9 companies. All awardees are certified Service Disabled Veteran Owned Small Business (SDVOSB).

This IDIQ is for very specific products referred to as MTRs and does not include the entire catalog (see VA IDIQ spreadsheet for products and MTRs).

Any purchase under \$10k net does not have to go to bid nor does it have to be purchased off the IDIQ, and can be purchased on credit card.

Anything over \$10k net must be sent to multiple awardees to be bid on and all products on the MTRs are considered equal.

Each awardee is set up to partner with other dealers in local markets.





Contact:

Heather Arnold
 harnold@viaseating.com
 P: 812-686-8427
 F: 800-833-9094

VHA Healthcare Solutions from Via Seating

	Attachment 20 Discount Structure	Via Seating Solution	Standard Government Discount (from 2020 List Price)	IDIQ Discount (from 2020 List Price)
TS1	24/7 Ergonomic Heavy-Duty Task with Bariatric Version in Similar Style	Brisbane HD	55.7%	59%
TS2	Multiple-Position Task Chair	Genie Copper Mesh®, Run II	55.7%	59%
TS3	Executive Task Chair	Voss Executive	55.7%	59%
TS4	Ergonomic Task Chair w/ Counter Height	Brisbane Standard	55.7%	59%
GC1	Basic Guest Chair	Vista II	55.7%	59%
GC2	Mid-Grade Guest Chair with Bariatric Coordinate	Vista II	55.7%	59%
GC3	Executive Guest Chair	Vista II Upholstered, Edge	55.7%	59%
CC1	Small Basic Conference Chair	4U	55.7%	59%
CC2	Nesting Conference Chair	Reset	55.7%	59%
CC3	Executive Conference Chair	Voss Midscale, Vero	55.7%	59%
CC4	Conference Stacker Chair with Bariatric Coordinate	Vista II	55.7%	59%
ST1	Provider Stool	Spec Stool	55.7%	59%
ST2	Counter/Lab Stool	Brisbane Standard, Reset Light Task Stool	55.7%	59%
ST3	Café Stool	Zee, Splash	55.7%	59%
PC1	Basic Patient Chair	Vista II	55.7%	59%
PC2	Bariatric Patient Chair	Vista II	55.7%	59%

