

## *pricing considerations*

### **LEAD TIMES & PRICING PROCESSES**

- Steelcase Products (Including Coalesse & Turnstone)
  - These products are very easy for us to price out because all of their data (including discounting) is already loaded into our quoting system Hedberg.
  - These prices do not include labor costs, so we would need to have labor quoted by one of our NBS project managers. We generally have to allow a 24-48 hour turnaround time for this
- Non-Steelcase Products
  - These products take a bit more time for us to price out because we have to reach out to the rep, or manufacturer, for a quote. We generally have to allow a 24-48 hour window for the rep/manufacturer to respond back to us.

### **FREIGHT**

- Freight is included in the price of all Steelcase products (including Coalesse & Turnstone), but is generally an additional fee for most other manufacturers.
- Freight quotes are produced by the manufacturer, so before a final quote can be submitted to the client, NBS needs to reach out to the manufacturer for a freight quote.
- Freight varies by quantity, so a change in quantity will mean that we have to reach out of the manufacturer for a new freight charge.