



Office of the County Purchasing Agent

Date: March 30, 2007

To: Commissioners Court  
Collin County

From: Frank Ybarbo *FY*  
Purchasing Agent

Re: Agreement with The HON Company

Currently, Collin County has a contract with Plano Office Supply to purchase the county standard HON furniture brand at **59.03%** off list price. The HON manufacturer, who supplies all HON furnishings to Plano Office Supply has offered Collin County an option to purchase furniture for the new courthouse via a state contract at an averaged discounted rate of **66.04%** off list price (some higher, some lower). These state discounts are offered based on an anticipated single, large volume furniture purchase which can be delivered to one central location. It is anticipated that the additional discount will result in an approximate savings of **\$86,211.00** dollars.

This agreement with HON through the State contract authorizes Plano Office Supply, an authorized HON servicing dealer, to continue to be the county's servicing dealer for this project for the design, installation and debris removal at 3% of the HON manufacturer's list price.

It is recommended that the Commissioners Court consider the approval of this state purchase option through the HON manufacturer.