

## Summary

Name **Respond to Questions**

Vendor **Filterbuy Incorporated**

Status **Submitted**

# Response

## Qualifications & Experience

### 1. Please provide the name, address, phone number, and email address for the authorized agent submitting the proposal.

Olivia Diaz, Bid Analyst

101 Pope Street

Talladega, AL 35160

Phone: (720) 340-8404

Email: olivia@filterbuy.com

### 2. Description of organization including: a) Company size/history, b) US Market Share for solutions related to this solicitation, c) Scope of clients serviced, d) Annual dollar amount of current contracts negotiated, e) Industry longevity related to scope of this solicitation, f) Head Quarter's physical address.

- A. Filterbuy was originally established as part of TMS Supply Co. in late 2012. By the end of 2017, Filterbuy made up 90% of TMS' revenue, so it was incorporated as its own entity in order to scale the business. Since then, Filterbuy has grown into a large corporation, employing approximately 800 employees and operating 7 manufacturing facilities located across the United States. Filterbuy has been providing high quality, American-made air filters for almost 12 years, servicing both residential and commercial accounts nationwide.
- B. As of 2024, the total US market for air filters was valued at 4.33 billion USD. Filterbuy's total company revenue in 2024 was \$250,000,000.00. Our revenue is entirely made up of HVAC Air Filter sales to homes and business in the contiguous United States.
- C. Filterbuy serves homes and businesses nationwide. Over the past 12 years, Filterbuy has successfully fulfilled a wide variety of orders for all types of entities, including individual users, businesses, school districts, and government agencies. These include both small- and large-volume orders of standard and custom filters.
- D. In 2025, Filterbuy has been awarded nearly \$2,000,000.00 from our current contracts so far.
- E. Filterbuy, Inc. has been in business for 12 years and has grown to become the #1 Direct-to-Consumer Air Filter brand in the United States. We have invested heavily in our technological infrastructure to provide you the quickest, seamless, most cost effective solution to buying air filtration products on the planet. At Filterbuy, we are fanatical about customer service and are dedicated to providing quality, U.S. manufactured products to our customers. We work with a variety of large purchasing cooperatives and are very familiar with government funded projects and the unique technical regulatory requirements that come along with them. Our Bid Department and Sales Department will work hand in hand to ensure our customer's receive quality products delivered on time. Since customer service is our top priority, we assign our bid customers a dedicated Business Development

Specialist who will build a relationship with CIESC members and ensure all of their needs are met. The Business Development Specialist will work with our Bid Department to ensure that all contractual obligations are met, including tracking orders so that we can file on time reports. Additionally, we strive to provide our customer's with quality products, this includes having our filters tested by a third party to ensure they meet industry standards. Our dedication to excellence and service extends from the factory floor to our customer's door, ensuring that our customer's receive premium product at a competitive price.

F. Our Corporate Office is located at 101 Pope St., Talladega, AL 35160.

**3. Please provide information demonstrating your organization's capacity to provide products/services to all participating entities in the United States including the following: a) Sales team, b) Distribution system, c) Customer service team d) Number and location of support centers in USA, e) Any areas in the United States where your organization's products/services cannot be offered.**

- A. Filterbuy employs a robust Sales Department led by an experienced VP of Sales who is very familiar with large Cooperative contracts. The Sales Team consists of approximately 25 regional Business Development Specialists located across the contiguous United States, strategically placed in major metropolitan areas with a centralized support team. The Sales Team is constantly growing to cover more areas as we gain more customers across the United States. CIESC will be assigned a Business Development Specialist, Jimmy Espinosa, who will help CIESC members place orders and returns, coordinate with the shipping department to ensure your orders arrive on time, and address any order related questions or issues. In addition to our Sales Department, we also have a Bid Department that consists of 4 members, including 2 Bid Analysts, 1 Bid Account Representative, and 1 Bid Manager. The Bid department will manage the contract, track orders, and file quarterly reports to CIESC. The Bid Department and Sales Department work together to provide each other support and to ensure our customers are taken care of.
- B. Filterbuy has seven strategically located manufacturing/distribution centers located in Alabama, California, Florida, Illinois, Pennsylvania, Texas, and Utah. This allows us to make over 100,000 air filters every day in order to keep an average of three week's stock available. All Filterbuy orders are systematically assigned to the appropriate manufacturing plant based on inventory and proximity to the shipping address. Each plant maintains a shipping tool which allows orders to be processed and completed in the order in which they were received. Returns must be communicated directly to your assigned Business Development Specialist. Once communicated, return shipments will be manually monitored and verified and refunds will be issued where applicable. Our shipping tools are designed to assign orders to our manufacturing plants based on inventory availability. If the plant closest in proximity to the shipping location does not currently have the inventory on hand, the order will be assigned to an alternate plant where the inventory is on hand to fulfill the order. In the rare event that the inventory is on back order across all facilities, the orders containing these items would be fulfilled in the order in which they were received as soon as the inventory is back in stock. All Filterbuy orders are shipped via UPS.
- C. If awarded this contract, Filterbuy will assign CIESC a dedicated Business Development Specialist (BDS). The BDS will be in responsible for building a relationship with all CIESC members that are located within their regional territory. Your BDS will handle all quotes, orders, and any ongoing product assistance members may need. In cases where more support is needed, the Bid Analyst, Olivia Diaz, may step in to address any contract related issues and loop in the Bid Manager if needed.
- D. Filterbuy has seven manufacturing/distribution centers, please see the full list below:
1. **Filterbuy Alabama (Manufacturing):** 101 Pope Street, Talladega, AL 35160
  2. **Filterbuy Utah (Manufacturing):** 846 West 200 North, Building 8D (665), Bay 5, Ogden, Utah 84404
  3. **Filterbuy Pennsylvania (Manufacturing):** Building 204A, Industrial Boulevard, New Kensington, PA 15068
  4. **Filterbuy Dallas (Distribution Center):** 9190 Van Horn Drive, Dallas, TX 75241
  5. **Filterbuy Fresno (Distribution Center):** 1931 G St., Fresno, CA 93706
  6. **Filterbuy Orlando (Distribution Center):** 2900 Titan Row, Suite 128, Orlando, FL 32809
  7. **Filterbuy Chicago (Distribution Center):** 900 N State St., Elgin IL 60123
- E. Filterbuy does not ship our items to Alaska or Hawaii, at this time, we only ship to the continental United States. It very rarely makes economic sense to ship filters outside of the continental US as the cost to ship the filters internationally (or to Hawaii and Alaska) is prohibitively expensive relative to the cost of the underlying product. However, we do believe that our business model and filter manufacturing process is unique and we aim to be expanding internationally in the future.

#### 4. Please provide information regarding required licenses and certifications held by your organization.

Filterbuy was incorporated in Talladega, AL, we currently hold our AL Articles of Incorporation, AL Business License, Talladega City Business License, and State of AL Sales Tax License. In addition to this, Filterbuy holds SOS Certificates of Authority/Good Standing and Business Sales Tax Licenses in several states where we conduct business, including but not limited to California, Florida, Georgia, Illinois, Kansas, New Jersey, New York, Ohio, Texas, and Utah.

If awarded this contract, Filterbuy will obtain the necessary licenses and certificates required to do business in Indiana.

#### 5. Provide information supporting your organization's reputation in the marketplace including product and service offerings.

Filterbuy, Inc. has an excellent reputation for providing quality products and customer service in the market. Our website (<https://filterbuy.com/>) shows glowing reviews showcasing our ability to go above and beyond for our customers, whether it be creating custom filter sizes, fast delivery, or consistently delivering quality products to our customers. Indoor air quality has always been our top priority. Our customers continue to choose Filterbuy because of our fantastic customer service, and our ability to provide them the best possible shopping experience. We go above and beyond to help our customers whenever they need assistance choosing the right filters. Not only do we offer over 600 different air filter sizes, we also have a team dedicated to making custom air filters of any size. No matter what filter our customer needs we are committed to providing fast and efficient customer service to keep our customers coming back for more. Because we know that when it comes to clean air, there isn't a one-size fits all solution.

#### 6. Provide an overview of your organization's current financial health.

Filterbuy is in good financial standing, we ended 2024 with \$250,000,000.00 in sales. We have several multi-year contracts/agreements with our customers that we are able to fulfill without any financial concerns. Please see below for our Dun & Bradstreet Number, additionally, we have attached our Dun & Bradstreet Report to the "Additional Information" tab as proof of our financial capabilities.

Dun & Bradstreet Number: 079554956

**Please note our Dun & Bradstreet Report is confidential and we would like to make sure it is not released to the public. I have included our D&B Report as well as a redacted copy under the "Additional Information" tab.**

#### 7. Provide as much information as possible to demonstrate your organization's experience and expertise.

Filterbuy is a direct-to-consumer replacement air filter brand, headquartered in the Southeast of the United States and serving homes and businesses nationwide. We are dedicated to

providing quality, U.S. manufactured products to our customers.

Over the past 12 years, Filterbuy has successfully fulfilled a wide variety of orders for all types of entities, including individual users, businesses, school districts, and government agencies. These include both small- and large-volume orders of standard and custom filters. Filterbuy has been steadily expanding its offering of products manufactured in-house, and any items with specifications outside of our current capabilities can also be fulfilled with the assistance of our approved partners.

Filterbuy, Inc. seeks out and completes bids for both government and public sector customers on a daily basis. We are very familiar with government funded projects and the unique technical regulatory requirements that come along with them. Additionally, all members of our Bid Team are experienced employees who are able to assist with various aspects of the contract requirements and have direct access to any subject matter the customer may need help with.

The Bid Department is also a part of a larger Sales Department, run by an experienced VP of Sales. All bid customers will be assigned a Business Development Specialist for any additional customer service or training needs that may be required. As far as the production-related aspects of the contract, Filterbuy has a main manufacturing facility in Talladega, Alabama, with 6 other facilities strategically located throughout the United States and over 850 employees nationwide. We are able to make over 100,000 air filters every day, which allows us to keep an average of three week's stock available for as quick as next-day shipping.

## **8. Please list any state, GSA, or cooperative purchasing contract your organization holds as well as its current expiration date.**

Filterbuy has been awarded contracts with the following Educational Purchasing Cooperatives:

### **1. Goodbuy Purchasing Cooperative (Education Service Center, Region 2):**

ITB #25-26 7D000 - HVAC: Heating/Ventilation/Air Conditioning Supplies/Equipment

Expires: 5/31/26

### **2. EPIC6 (Educational Purchasing Interlocal Cooperative at Region 6):**

RFP 29.25 - HVAC Parts, Supplies, Services

Expires: 6/30/30

### **3. EPIC6 (Educational Purchasing Interlocal Cooperative at Region 6):**

RFP 29.24 - HVAC Parts, Supplies, Services

Expires: 6/30/26

### **4. EPIC6 (Educational Purchasing Interlocal Cooperative at Region 6):**

RFP 39.25 - MRO (Maintenance, Repair and Operations of Facilities and Grounds) Supplies, Equipment, Tool Rental, Sales and Services)

Expires: 1/31/30

**5. Region 7 ESC Purchasing Cooperative:**

MAIN2527 - Building Maintenance & Safety Supplies

Expires: 2/20/27

**6. Region 8 ESC/TIPS:**

TIPS RFP 250503 - MRO Supplies, Equipment, Tool Rental, Sales and Services

Expires: 7/22/2030

**7. Region 18 ESC Purchasing Cooperative:**

R18-2025-02-000049 - 2025-2026 Region 18 ESC Purchasing Cooperative Discount

Expires: 6/30/26

**8. Region 19 ESC/Allied States Cooperative:**

RFP #24-7486 - Maintenance, Repair and Operation (MRO) Equipment, Supplies, Materials and Services (Supplemental)

Expires: 4/30/27

**10. Nassau BOCES:**

Bid No. 24/25-066 - HVAC Filters

Expires: 2/28/26

**11. Eastern Suffolk BOCES:**

Bid #2024-082-1128 - HVAC Filters

Expires: 1/31/26

**12. Cattaraugus-Allegany BOCES:**

RFB 26002 - Custodial Supplies

Expires: 1/31/26

**13. Region 3 ESC Purchasing Cooperative:**

RFP 03-281-25 - Building, Janitorial & Grounds Supplies

Expires: 7/31/2026

**14. Wayne-Finger Lakes BOCES:**

WFL 2025-57-R - Cooperative HVAC Filters & Boiler Maintenance Kits

Expires: 1/31/26

15. **Kentucky Valley Educational Cooperative (KVEC):**

KVEC-Operations-25/26 - Facilities & Operations Services & Items

Expires: 6/30/26

**9. What differentiates your organization from your competitors in the K12 school market?**

At Filterbuy, Indoor air quality has always been our top priority. We set ourselves apart from our competitors by offering American made filters in every size available. Additionally, we make sure that we always have our filters in stock to make ordering easier for our customers. We know how hard it can be to go to a store and shop for air filters. Prices for the average replacement filter have gone up due to expensive retail space. Add to that the irregular sizes of air ducts in homes and businesses, and you end up with a wide range of sizes near impossible to find in a brick and mortar store. Filterbuy offers a sustainable solution to this problem by providing affordable replacement filters in any size you need, shipped directly where you need. Lastly, Filterbuy customers enjoy the perks of free shipping on every order, so you can breathe freely knowing that the perfect filters are on their way to you.

**10. Please list at least 3 school districts that can be contacted as references. Include the following information: Organization Name, Address, Contact Name, Contact Email, Contact Phone Number.**

1. **Beaverton School District**

16550 SW Merlo Road, Beaverton, OR 97003

Alesha Siebe, Purchasing Agent

Email: [purchasing@beaverton.k12.or.us](mailto:purchasing@beaverton.k12.or.us)

Phone: (503) 356-4525

2. **Shawnee Mission School District**

8200 W. 71st Street, Overland Park, KS 66204

Reed Beebe, Purchasing Manager

Email: [reedbeebe@smsd.org](mailto:reedbeebe@smsd.org)

Phone: (913) 993-6475

3. **DeKalb County School District**

1701 Mountain Industrial Boulevard, Stone Mountain, GA 30083

Bobby Moncrief, Director of Facilities

Email: Bobby\_Moncrief@dekalbschoolsga.org

Phone: (678) 676-1478

## Capabilities

### 1. Describe how participating entities will place orders for products and services with your organization., including the role of local dealers and/or distributors if applicable.

Central Indiana Educational Service Center will be assigned a dedicated Business Development Specialist (BDS), Jimmy Espinosa, who will be in charge of contacting all CIESC members to build relationships and determine individual member needs. He is responsible for setting up all locations, users/new users, address changes, as well as assisting with quotes, placing orders, tracking information, setting up ACH/payment methods, checking lead times and returns. Please email all Purchase Orders and Requests for Quotes to Jimmy and he will ensure they are placed in a timely manner. Additionally, Filterbuy currently offers Online Ordering here: <https://filterbuy.com/business/>. Your account(s) would need to be set-up by your BDS to ensure you receive your negotiated discount.

Once an order has been placed your dedicated BDS will reach out with tracking information. Your order will arrive in 1 - 4 weeks depending on the size of the order and the variation in filter size. Smaller orders/orders with only standard sizes will ship sooner. Larger orders/orders with custom sizes may take longer.

Filterbuy is the manufacturer of the items we are supplying, we will make the filters in our facilities located across the U.S. and ship them out via UPS. Filterbuy is an authorized distributor of Bestorq V-Belts, your BDS will coordinate with Bestorq to ensure your V-Belts arrive on time.

### 2. Explain your organization's shipping structure/pricing including if there is a minimum order amount.

Filterbuy provides free shipping on all orders, and does not have any minimum order amounts.

Filterbuy utilizes UPS as our shipping partner to ship all of our products from our seven facilities. Once your order has been placed and shipped, your dedicated BDS will reach out to you with the UPS tracking number so that you may track your order every step of the way. Please note that any order quantities requiring pallets will be delivered using LTL (Less-Than-Truckload).

### 3. What are your organization's current order fill rates and average lead time for delivery?

Filterbuy, Inc. has a 99% fill rate.

Currently, our lead times are approximately 1 - 4 weeks depending on the size of the order and the variation in filter size. Smaller orders/orders with only standard sizes will ship sooner. Larger orders/orders with custom sizes may take longer.

#### 4. Describe your organization's customer service/problem resolution process, including hours of operation.

In the event that problems arise please bring them to the attention of your dedicated Business Development Specialist, Jimmy Espinosa, he will do his best to solve any problems that come up regarding orders. Jimmy will be your go to for any customer service needs or problem resolution as needed. If Jimmy is unable to solve the problem or the problem is regarding the contract please contact the Bid Analyst, Olivia Diaz, and she will do her best to resolve any contractual issues that arise. If Jimmy or Olivia are unable to resolve the problem we will escalate it to the Bid Manager, Chelsea Gayden, who will do her best to resolve any bigger problems and loop in the Vice President of Sales, Wes Amann, if needed.

##### **Bid Department**

Email: [bids@filterbuy.com](mailto:bids@filterbuy.com)

##### **Olivia Diaz, Bid Analyst**

Email: [olivia@filterbuy.com](mailto:olivia@filterbuy.com)

Cell Phone: (720) 340-8404

##### **Jimmy Espinosa, Business Development Specialist (Quotes/Orders)**

Email: [jimmy.espinosa@filterbuy.com](mailto:jimmy.espinosa@filterbuy.com)

Cell Phone: (815) 522-1502

##### **Chelsea Gayden, Bid Manager**

Email: [chelsea@filterbuy.com](mailto:chelsea@filterbuy.com)

Cell Phone: (213) 915-8146

##### **Wes Amann, Vice President of Sales**

Email: [wes@filterbuy.com](mailto:wes@filterbuy.com)

Cell Phone: (737) 346-8278

#### 5. What is your organization's policy on product returns? Please include any fees associated with this process.

If you are not 100% satisfied with your purchase, we are happy to accept unused items for a full refund within 90 days after your item was ordered. However, we do not provide refunds on

custom orders unless Filterbuy has made an error. There are no fees associated with returns. If you have any questions on our refund policy, please feel free to reach out.

## **6. Does your organization provide customers with any training or instructional materials?**

Your dedicated Business Development Specialist (BDS) is available for any ongoing training or product support you may need regarding new customer onboarding, buying the right size filter, placing orders/quotes, setting up and using your Filterbuy Business Account, tracking orders, placing returns, etc. Additionally, if a CIESC member requires any kind of training regarding the Cooperative Agreement, the Bid Analyst, Olivia Diaz, can provide any additional training or support that is required.

## **7. Describe the warranties offered by your organization including: a) Products/parts covered, b) Length of warranty, c) Cost of warranty, d) Warranty repair lead time.**

- A. All Filterbuy brand filters are covered under our warranty.
- B. Since Filterbuy recommends changing our filters every 3 months our standard warranty period is 90 days.
- C. Our 90 day warranty does not have any fees associated with it.
- D. All warranty orders are subject to our standard lead times, 1 – 4 weeks depending on the size of the order and the variation in filter size.

## **8. Describe in detail your organization's method for tracking: a) Orders, b) Deliveries, c) Invoices.**

- A. CIESC's dedicated Business Development Specialist (BDS) will receive orders via email and place them in the order they come in, additionally, all bid orders will be recorded by our Bid Account Representative in order to track the 3% Admin Fee Edge Public has in place for this contract.
- B. Orders will be shipped via UPS, once your BDS receives the tracking number they will pass that along to the Purchase Order contact so that they may track their order every step of the way.
- C. Once your order has been received, you will receive an invoice via email. Invoice payments will be coordinated and tracked by your BDS with the help of our accounting department.

## **9. Describe your organization's payment terms as well as the different types of payment accepted including, but not limited to: a) Purchase orders, b) Procurement card, c) Credit card/Debit card.**

Filterbuy utilizes NET30 payment terms.

Filterbuy accepts payment via Purchase Orders, Procurement Cards, and Credit Cards. Our preferred method of payment is via ACH transfer.

**10. Does your organization have any additional charges for customers for using different types of payment forms (i.e., credit card fees)?**

Filterbuy does not charge extra for credit card payments or other types of payments.

**11. Describe your organization's marketing strategy to promote this contract to eligible entities across the United States including: a) How will your organization differentiate this contract from other contracts held with other cooperative purchasing agencies, b) How your sales team will incorporate this contract as part of their sales process.**

- A. This contract with CIESC and Edge Public will be equally positioned among our other cooperative agreements. Filterbuy will promote this contract and the benefits of working with CIESC and Edge Public to members. Additionally, we will encourage eligible members to join CIESC in order to take advantage of the purchasing agreement and terms.
- B. Our sales team is positioned to utilize the resources provided by CIESC and Edge Public to build relationships with members and market our products and any services available. This includes providing a dedicated Business Development Specialist (BDS) to the contract to monitor and provide support for CIESC and Edge Public members. The BDS will be responsible for conducting direct outreach to members within their territory to introduce Filterbuy and maintain contact throughout the life of the contract for any customer service or training needs. The BDS will work with the bid team to address any member needs and will handle all quotes, orders, and any ongoing product assistance members may need. The Filterbuy Business team will take the necessary steps to promote this contract at appropriate trade shows, through marketing materials including but not limited to: press releases, case studies, email, and other co-branded materials, and through team's sales strategies as needed.

**12. Please outline how the current CIESC accounts would be transitioned onto this new contract. What will the user experience be in the transition?**

The assigned Business Development Specialist would reach out to any current CIESC accounts that we hold and let them know we hold a new contract with CIESC. We will highlight the benefits of working with CIESC and Edge Public and let them know about the discount they will receive when ordering through this contract.

**13. Describe your organization's ability to integrate with an e-procurement system for participating entities to utilize if they choose.**

Filterbuy has experience working with e-procurement systems like Ariba, Oracle, Vendor Self Service, and Jaggaer to name a few. If a member would like us to view purchase orders and send invoices through an e-procurement system they would just need to let us know so that we can make sure we are properly registered and ready to utilize the e-procurement platform. In some cases, a brief training or guide may be required to ensure all members of our team can access and use the platform.

Filterbuy also offers our own e-procurement platform if CIESC members would prefer. With the help of your Business Development Specialist, members can set up an online account here: <https://filterbuy.com/business/> so that they may view and order products 24/7 with CIESC's negotiated discount as well as view all past orders and invoices and set up returns.

Additionally, Filterbuy has created punch-out catalogs and developed EDI implementations for multiple clients. If we have already made a solution compatible with your system, implementation could be as short as a week. If we are building a new solution, the timeline should be between two and six weeks, depending on the projects already in queue and the complexity of the desired integration.

**14. Describe how your organization will ensure participating entities receive contract pricing and that sales made through this contract will be reported to Edge Public as requested.**

To ensure participating entities receive contract pricing please make sure all orders are sent to your dedicated Business Development Specialist (BDS) and please reference "CIESC RFP Air Filters and Filtration" on all purchase orders and requests for quotes. Additionally, if members choose to do so, they can set up a Filterbuy Business Account which will allow them to view and order all items with their negotiated discount. In order to create a Filterbuy Business Account you will need to contact your assigned BDS.

Filterbuy has experience submitting monthly and quarterly reports for our other Purchasing Cooperative customers and employs a Bid Account Representative who is in charge of tracking all bid orders so that we are able to submit organized reports on time. All orders placed through this contract will be tracked and recorded by our Bid Account Representative as they come through to ensure we are accounting for Edge Public's 3% administrative fee.

## Value-Added Features

**1. Please use this opportunity to describe other features, advantages, and benefits of your organization that you feel will provide additional value to participating entities of this contract.**

Filterbuy is pleased to offer Central Indiana Education Service Center an 18% discount off our wholesale pricing on our items, excluding V-Belts, which can be viewed on our website at <http://filterbuy.com/>. We also offer free shipping to the continental United States on EVERY order.

Our wholesale pricing is based upon quantity ordered, current media costs, taxes and fees based upon location of shipment by a preset algorithm. If you order a higher quantity of filters, your price per filter may go down. By selling wholesale direct, we can offer our American-made air filters for 20 to 40% less than distributors like Grainger and HD Supply.

As one of the largest air filter manufacturers in the United States, Filterbuy offers our customers:

- Customized Solutions - unlimited custom sizes to fit any HVAC system.
- No Minimums - no minimum order or case requirements, even on custom sizes.
- Strategic Locations - seven manufacturing/distribution facilities across the United States.
- Made in the USA - providing high-quality products and supporting local economies.

Additionally, Central Indiana Education Service Center will be assigned a dedicated Business Development Specialist, Jimmy Espinosa, who will build a relationship with CIESC & Edge Public's members and address any needs they may have as well as assist with quotes, placing orders, tracking information, setting up ACH/payment methods, checking lead times and returns.

**Jimmy Espinosa, Business Development Specialist**

Email: [jimmy.espinosa@filterbuy.com](mailto:jimmy.espinosa@filterbuy.com)

Phone: (815) 522-1502

## Products/Pricing Structure

### 1. Please provide a detailed description of the products, equipment and services included in your proposal.

Filterbuy is offering HVAC Air Filters which we manufacture in house, including Pleated, Carbon/Odor Eliminators, Minipleats, Bag (Pocket) filters, Rigid Cells, V-Cells, Ring and Link Panels. On top of that, Filterbuy also distributes V-Belts. Please note that Filterbuy is a supplier only and does not perform services of any kind.

### 2. Please specify any products, equipment, and services that are excluded from your proposal.

Filterbuy is a supplier only. Filterbuy does not perform services of any kind, we are unable to install the air filters and V-Belts that we supply to CIESC members.

### 3. Please provide information regarding your organization's pricing proposal including: a) Discounts on products, b) Discounts on services/installation, c) How the proposed discount/pricing structure compares to other cooperative purchasing contracts your organization currently holds, d) Additional volume discounts or rebate programs offered.

- A. Filterbuy is offering an 18% discount off the full catalog of our HVAC Air Filters which can be viewed on our website at <http://filterbuy.com/>. Additionally, we have included a line card of our items under "Additional Items". **Please note the 18% discount does not apply to V-Belts.**
- B. Filterbuy does not provide services of any kind, therefore we are not providing any discount off services/installation.
- C. The 18% discount we are offering CIESC is one of our most competitive compared to other Cooperative contracts we currently hold which only offers members wholesale pricing. We are dedicated to providing this discount throughout the life of the contract and will encourage members to utilize this contract in order to receive our products at the best value to them.
- D. Filterbuy offers wholesale pricing to our bid customers. Our wholesale pricing is based upon quantity ordered, current media costs, taxes and fees based upon location of shipment by a preset algorithm. If you order a higher quantity of filters, your price per filter may go down. We do not offer any additional volume discounts or rebates.

### 4. Will this pricing structure be guaranteed for the term of the contract?

Yes, Filterbuy agrees to hold the 18% discount for the duration of the contract.

**5. Describe how additional products and services will be added and priced to align with this contract.**

Any new products that Filterbuy releases during the terms of this contract will also be offered to CIESC members with an 18% discount off wholesale pricing.

**6. Please identify any additional fees that are not included in your proposed pricing and how those fees are determined.**

Filterbuy does not have any additional fees to disclose.

**7. Please outline any shipping, delivery, and freight charges associated with delivery to participating entities.**

Filterbuy charges the following fees for special deliveries:

1. If a lift gate is required: \$100 per shipment
2. If inside delivery is required: \$75 per shipment
3. If a phone call before delivery is required: \$25 per shipment

**8. Provide any additional information relevant to this section.**

N/A