

NeutralPosture

Capabilities Statement



**MAKING IT EASIER TO GET
ALL OF THE PRODUCTS YOU NEED,
WHEN YOU NEED THEM**

Why You Need Neutral Posture

The Workload is too Much

Managing FF&E and procurement projects can be immensely time-consuming. Neutral Posture can oversee the entire process for you, freeing you and your staff up for more important endeavors.

There's Not Enough Time

Is your project at risk of an overrun? Neutral Posture has multiple ways to streamline the procurement process, ensuring your project stays on target.

Contracting Challenges

Contracting has its own unique set of pitfalls and challenges, and competition doesn't always guarantee that you will end up with the products you need. However, Neutral Posture has numerous contracting experts that can guide you through the whole process.

Benefits of Working with Neutral Posture

8(a) Certified

Being an 8(a) certified business, Neutral Posture has numerous tools at our disposal to streamline your procurement process.

Flexibility

Do you have specific requirements? Neutral Posture has what you need. Whether it's one of Neutral Posture's vast array of products or from one of our teaming partners, we have the flexibility to get you what you need.

Speed & Efficiency

Bypass the complex evaluations, disruptions, and delays from the standard procurement process by utilizing the direct award method to accelerate your procurement timeline significantly and stay on time.

Reduced Workload

Reduce your workload by collaborating with Neutral Posture from the very beginning. We will help assess your needs and ensure you get the products that best fit those needs.

Sole Source Bids

As a certified Economically Disadvantaged Women Owned Small Business (EDWOSB), you can award any order to Neutral Posture as a sole source.

Reduced Risk

With a direct award, not only do you get protection from protests, providing legal expediency, but you also ensure that you get the products that you actually need. What you order is what you get.

Extensive Range of Service

Through Neutral Posture's vast array of products and our teaming agreements, you are sure to find everything you need. We are your one-stop shop for all your FF&E and procurement needs.

Budget

Sole-source your FF&E procurement projects up to \$20 million and eliminate all the additional costs due to disruptions and delays from the standard procurement process, ensuring the entire process stays under budget.

Count Your Spend 5-ways

As an EDWOSB Manufacturer, everything you spend with us counts towards your Women Owned Small Business spending goals. In fact, with all of Neutral Posture's certifications, you can count everything you spend with us 5-ways. So if you haven't met your spending goals, we can help.

1
8(a)

2
EDWOSB

3
WOSB

4
DBE

5
SB

Government Experts

Our dedicated government sales team specializes in understanding the complex procurement regulations of government agencies. They are committed to making it easier for you to get the most comfortable seating in the industry.

TAA & BAA Compliant

Headquartered in Bryan, Texas, Neutral Posture is a proud American company. 95% of Neutral Posture's products are both TAA and BAA compliant.

Federal Government

Neutral Posture has emerged as a top diversity supplier of seating and accessories for the U. S. Government. We hold a GSA Contract with multiple SINs, a Navy BPA, and contracts with leading defense contractors. We do business with the Army Corps of Engineers, Department of Veterans Affairs, NASA, and TSA, just to name a few of our top GSA customers.

State Government

Neutral Posture has products available on many state contracts (full list available on our website). As a WOSB we are recognized as a diverse vendor with many states. If you would like for us to take part in your state's contracting, we are happy to work with you.

Local Government

Many localities can purchase off of state contracts; however, we can work with your municipality to deliver the best solution for all. Our current municipal customers include the Cities of Houston, Portland, and Burbank, just to name a few.



Looking To Get Your Building LEED Certified?

Simply specifying Neutral Posture products can help earn LEED points and contribute to other sustainable building ratings such as Well Certification and Living Building Challenge.

LEVEL® by BIFMA

Purchasing LEVEL certified products can contribute to sustainable building ratings like LEED, Well Certification, and Living Building Challenge. All Neutral Posture products are LEVEL 2 certified.

SCS Indoor Advantage Gold

All Neutral Posture products are SCS Indoor Advantage Gold certified. This certification qualifies them for many building rating systems including, LEED v4, BREEAM, WELL Building, and Living Building Challenge



Core Competencies

Neutral Posture is a Women Owned Furniture Manufacturer, based in Bryan, Texas. We manufacture the world's premier ergonomic furniture and workplace accessories.



Seating

No matter what your seating needs are, Neutral Posture is sure to have the perfect chair for you. High performance, task, executive, conference, guest, industrial, healthcare, laboratory – Neutral Posture has it all.



Industrial/Healthcare

Neutral Posture offers multiple ergonomic products such as Tequity® Panels, the NeXtep®, anti-fatigue mats, etc., to ensure working in an industrial/healthcare environment is just as comfortable as working in a traditional office.



Workplace Accessories

Whether you're looking for monitor arms, keyboard arms, or keyboard trays, Neutral Posture has numerous ergonomic accessories to help you fine-tune your office for optimal comfort.



Systems

Equity®, one of the most versatile products on the market, is designed to accommodate every possible office setting. Private office, benching, teaming, 120° planning, sit/stand, you can create it all with Equity.

Complete Office Solutions

Neutral Posture provides complete office solutions through Packaged Office and Teaming with many great manufacturing partners



Neutral Posture's Packaged Office Contract

Under GSA Contract #GS-27F-0014Y, we offer a Packaged Office Contract which

- Enables dealers to bid and sell multiple product lines under our contract, where the GSA customer gains 100% credit for all sales as WOSB
- Strategically picked manufacturers are on our contract, but we remain open to working with other manufacturers on a project basis using teaming agreements.

Teaming

Neutral Posture has many teaming partners and we are willing to team with other manufacturers for specific projects.

Some of our Teaming Partners include:

AIS
Allsteel
DarRan
DIRTT
ESI
Great Openings
Haworth
Herman Miller

HON
Hoover
Inwood
Tayco
Teknion
Trendway
Versteel
Wright Line



**EVERYTHING YOU
NEED IN ONE PLACE**

Many Requirements... One Solution

MOVE & TRANSITION PLANNING

Furniture Reconfiguration
Move Coordination
Transition Planning

COMPANY DATA

GSA Schedule Number: GS-27F-0014Y

8(a) Certified

DUNS	CAGE CODE	NAICS CODE
61-0339723	OUTL8	337214

CEC	SIC
61134982	2522

SCHEDULE MAS – FURNITURE

SIN 337121H	Household, Dormitory & Quarters Furniture
SIN 337127	Institutional Furniture
SIN 33721	Office Furniture
SIN 33721P	Packaged Office Furniture
SIN 541614CF	Comprehensive Furniture Management Services
SIN OLM	Order Level Materials

PAST PERFORMANCE

ARUP Laboratories
Federal Employees' Compensation Program — (FECA)
NASA Jet Propulsion Laboratory — (JPL)
Office of Workers' Compensation Programs — (OWCP)
Transportation Security Administration — (TSA)
US Army Corps of Engineers — (USACE)
US Department of Labor – New York — (DOL NY)
United States Forest Service — (USFS)
Contact info available upon request

FURNITURE, FIXTURES & EQUIPMENT

Art Work
Caseloads
Comprehensive Interior Design Packages
Flooring
Lighting
Refuse Containers
Records and/or Asset Management
Seating
Signage/Wayfinding Systems Furniture
Window Treatments

COMPANY CONTACT INFO

Neutral Posture, Inc.
neutralposture.com
3904 N. Texas Ave., Bryan, TX 77803
T: 979.778.0502
F: 979.778.0408

Crystal O'Rear
Contracts Manager
corear@neutralposture.com
T: 979.778.0502 ext. 118
F: 979.778.0408

Cheryl Spott
National Sales Manager
cspott@neutralposture.com
T: 415.717.1328
F: 979.778.0408

DIFFERENTIATORS

Only 8(a) Furniture Manufacturer in the US
Economically Disadvantaged Women Owned Business — (EDWOSB)
Women Owned Small Business — (WOSB)
ISO 9001:2015
SCS Indoor Advantage Gold
BIFMA e3 Level 2
Navy BPA — BPA# N00189-17-A-0113
TSA — BPA# 70T05019A91AP4012

BIFMA Compliant®



BIFMA Compliant® is the commercial furniture industry's registry of standards-conforming products. With an array of options available on the market today and recognizing that individuals and organizations are now

outfitting home office environments, BIFMA seeks to help all customers make confident buying decisions. The registry is a resource for both specifiers and buyers to quickly identify quality products that comply with BIFMA safety and durability standards.

NeutralPosture

Visit NeutralPosture.com or call 979.778.0502



ISO 9001:2015 Approved
SCS Indoor Advantage
BIFMA Compliant



© 2021 Neutral Posture, Inc. All rights reserved. 2021/05