

PRODUCTS AND PRICING

FOR DELIVERIES IN THE UNITED STATES

The discounts in this document are applicable to the Participating Addendum that covers the contract (#121919-STI) led by the Sourcewell for Furniture Solutions with Related Accessories and Services for use by state agencies and other governmental entities located in the State of Iowa.

The price for Products purchased under this Participating Addendum shall be those prices shown in the applicable Price List in effect at the time the purchase order is placed, less the minimum discounts on the items listed below. Any Product list-price adjustment shall be effective upon a thirty (30) day written notification given to State of Iowa.

The price for Partner Products purchased under this Agreement shall be the current Price List in effect at the time the purchase order is placed, less the minimum discounts on identified Partner Products listed below.

Deliveries from Dealer to State of Iowa shall be FOB, State of Iowa's Designated Location. Exceptions include Alaska and Hawaii, where additional freight charges apply and will be quoted upon request. For deliveries in Alaska, a service charge equal to five percent (5%) of list price shall be assessed to State of Iowa for Orders up to \$200,000 list price. The service charge for Orders above \$200,000 list price shall be negotiated.

Steelcase Products	Price List / Order Size (in USD)		
	Discounts off List		
	Drop Ship		
	\$1 - \$50,000 List	\$50,001 - \$150,000 List	\$150,001 list and above
Carl Hansen Seating/Tables	48.42%	50.00%	50.00% or more*
Hosu Lounge Seating	48.42%	50.00%	50.00% or more*
Lagunitas	48.42%	50.00%	50.00% or more*
lessthanfive	48.42%	50.00%	50.00% or more*
Massaud Collection	48.42%	50.00%	50.00% or more*
Massaud Conference Collection	48.42%	50.00%	50.00% or more*
Montara650	48.42%	50.00%	50.00% or more*
Potrero415	48.42%	50.00%	50.00% or more*
PolyVision by Designtex	41.56%	44.21%	44.21% or more*
a3 CeramicSteel Mobil	41.56%	44.21%	44.21% or more*
Flow	40.00%	41.00%	41.00% or more*
Motif	40.00%	41.00%	41.00% or more*
Sans	40.00%	41.00%	41.00% or more*
TS Lockers	60.12%	62.38%	62.38% or more*
Underscore	51.18%	53.56%	53.56% or more*
Tenor	52.50%	55.10%	55.10% or more*
200 Series Laterals	60.12%	62.00%	62.00% or more*
453 Criterion	61.00%	62.00%	62.00% or more*
462 Leap	59.76%	61.13%	61.13% or more*
464 Leap Work Lounge	50.00%	52.00%	52.00% or more*
466 Reply	56.10%	57.18%	57.18% or more*
475 Player	58.50%	60.50%	60.50% or more*
487 Cachet Seating	53.00%	54.30%	54.30% or more*
490 Move	53.00%	54.30%	54.30% or more*
800 Laterals	57.93%	63.25%	63.25% or more*
900 Laterals	57.93%	63.25%	63.25% or more*
A La Carte	54.00%	57.00%	57.00% or more*
Adjustable Tables - Airtouch	58.50%	62.00%	62.00% or more*
Akira Tables	48.41%	52.00%	52.00% or more*
Alight	54.00%	57.00%	57.00% or more*

Steelcase Products	Price List / Order Size (in USD)		
	Discounts off List		
	Drop Ship		
	\$1 - \$50,000 List	\$50,001 - \$150,000 List	\$150,001 list and above
Amia	54.50%	56.00%	56.00% or more*
Answer	61.00%	63.03%	63.03% or more*
Answer Beam	61.00%	63.03%	63.03% or more*
Answer Fence	61.00%	63.03%	63.03% or more*
Answer Freestanding Desking	61.00%	63.03%	63.03% or more*
Architectural Modular Power	51.18%	53.56%	53.56% or more*
Avenir	60.00%	62.00%	62.00% or more*
B Free - Furniture	46.00%	48.00%	48.00% or more*
B Free - Seating	46.00%	48.00%	48.00% or more*
Bassline	54.00%	57.00%	57.00% or more*
Bivi	54.00%	57.00%	57.00% or more*
Bottomline Task Light	49.00%	50.00%	50.00% or more*
Brody Lounge Seating	43.00%	45.62%	45.62% or more*
Buoy	54.00%	57.00%	57.00% or more*
c:scape	46.00%	51.23%	51.23% or more*
Campfire	54.00%	57.00%	57.00% or more*
Clipper	54.00%	57.00%	57.00% or more*
cobi	52.50%	54.00%	54.00% or more*
Crew Guest Seating	54.00%	57.00%	57.00% or more*
Crew Seating	54.00%	57.00%	57.00% or more*
Divisio Screens	47.72%	51.23%	51.23% or more*
Duo Storage For Answer	58.50%	63.25%	63.25% or more*
Duo Storage For Montage	58.51%	60.50%	60.50% or more*
Duo Storage For Post & Beam	58.51%	60.50%	60.50% or more*
Elbrook	51.88%	53.96%	53.96% or more*
eno Accessories	54.00%	54.00%	54.00% or more*
eno Whiteboards	54.00%	54.00%	54.00% or more*
FitWork	43.00%	50.00%	50.00% or more*
Flex	47.00%	51.95%	51.95% or more*
Flex Active Frames	47.00%	51.95%	51.95% or more*
Flex Had	47.00%	51.95%	51.95% or more*
FrameOne	50.50%	53.70%	53.70% or more*
Gesture	55.00%	56.48%	56.48% or more*
Groupwork	54.00%	57.00%	57.00% or more*
High Density Storage	58.50%	63.25%	63.25% or more*
i2i	52.50%	54.00%	54.00% or more*
Jack Seating	54.00%	57.00%	57.00% or more*
Jacket	54.00%	57.00%	57.00% or more*
Jenny	54.00%	57.00%	57.00% or more*
Kart Seating	50.00%	52.00%	52.00% or more*
Kick	59.00%	62.00%	62.00% or more*
Kick Freestanding Casegoods	59.00%	62.00%	62.00% or more*
LED Linear	49.00%	50.78%	50.78% or more*
LED Shelf Light	49.00%	50.00%	50.00% or more*
Lincoln	54.00%	57.00%	57.00% or more*
Max Stacker III	58.00%	60.00%	60.00% or more*
media:scape	44.00%	45.00%	45.00% or more*
media:scape Lounge	44.00%	45.00%	45.00% or more*
Migration	52.67%	53.50%	53.50% or more*
Migration SE Bench	52.67%	53.50%	53.50% or more*

Steelcase Products

Price List / Order Size (in USD)

Discounts off List

	<u>Drop Ship</u>		
	\$1 - \$50,000 List	\$50,001 - \$150,000 List	\$150,001 list and above
Migration SE Desk	52.67%	53.50%	53.50% or more*
Montage	58.50%	62.00%	62.00% or more*
Node	52.50%	55.10%	55.10% or more*
Wiesner Hager Nooi	47.50%	49.70%	49.70% or more*
Ology Bench	50.00%	51.95%	51.95% or more*
Ology Desk	50.00%	51.95%	51.95% or more*
Overfile Cabinets	57.93%	63.25%	63.25% or more*
Pathways Power & Communication	57.21%	61.30%	61.30% or more*
Pivot	54.00%	57.00%	57.00% or more*
Post & Beam System	58.50%	60.50%	60.50% or more*
Premium Whiteboard	49.36%	52.12%	52.12% or more*
Privacy Walls	49.00%	51.00%	51.00% or more*
PW LSG	48.75%	50.00%	50.00% or more*
Qivi	53.00%	54.00%	54.00% or more*
Qt Pro	51.18%	53.56%	53.56% or more*
Sarto Privacy Modesty Screen	48.00%	53.61%	53.61% or more*
Scoop Stool	54.00%	57.00%	57.00% or more*
Series Benches	49.00%	53.75%	53.75% or more*
Shortcut	54.00%	57.00%	57.00% or more*
SILQ Seating	48.75%	52.74%	52.74% or more*
Avenue	54.00%	57.00%	57.00% or more*
Simple Tables	54.00%	57.00%	57.00% or more*
Smoke	54.00%	57.00%	57.00% or more*
Soffio Screen	46.88%	53.05%	53.05% or more*
Standard Lighting	61.00%	64.50%	64.50% or more*
Steelcase Series 1	55.62%	57.00%	57.00% or more*
Steelcase Series 2	55.00%	56.71%	56.71% or more*
Sylvi Lounge	44.38%	46.95%	46.95% or more*
Think - Task	56.10%	57.18%	57.18% or more*
Thread Floor Power System	43.00%	44.00%	44.00% or more*
Tour	54.00%	57.00%	57.00% or more*
TS Bins & Shelves	60.12%	61.75%	61.75% or more*
TS Fixed Pedestals	60.12%	61.75%	61.75% or more*
TS Laterals	60.12%	62.38%	62.38% or more*
TS Mobile Pedestals	60.12%	61.75%	61.75% or more*
TS Tower Too	60.12%	61.75%	61.75% or more*
TS Underworksurface Latera	60.12%	61.75%	61.75% or more*
TS Worksurfaces	60.12%	61.75%	61.75% or more*
Umami	45.00%	47.00%	47.00% or more*
Universal Bookcases	58.50%	63.25%	63.25% or more*
Universal Combination Cabinets	58.50%	63.25%	63.25% or more*
Universal Hard Surface Screen	48.00%	53.61%	53.61% or more*
Universal ITC/OTC Bins/Shelves	61.00%	63.03%	63.03% or more*
Universal Lateral Files	58.50%	63.25%	63.25% or more*
Universal Pedestals	61.00%	63.03%	63.03% or more*
Universal Privacy Screens	48.00%	53.61%	53.61% or more*
Universal Storage Cabinets	58.50%	63.25%	63.25% or more*
Universal Storage Laminate	57.93%	60.84%	60.84% or more*
Universal System Worksurface-Wood	58.50%	63.25%	63.25% or more*
Universal Towers	58.50%	63.25%	63.25% or more*

Steelcase Products	Price List / Order Size (in USD)		
	Discounts off List		
	Drop Ship		
	\$1 - \$50,000 List	\$50,001 - \$150,000 List	\$150,001 list and above
Universal Wardrobe Cabinets	58.50%	63.25%	63.25% or more*
Universal Workstation Verticals	58.50%	63.25%	63.25% or more*
Universal Lockers	57.93%	63.25%	63.25% or more*
Universal Storage Accessories	58.50%	63.25%	63.25% or more*
Universal System Screens	61.00%	63.03%	63.03% or more*
Universal System Worksurfaces	61.00%	63.03%	63.03% or more*
Universal Tables	61.00%	63.03%	63.03% or more*
Uno	54.00%	57.00%	57.00% or more*
Utility Lighting	61.00%	64.50%	64.50% or more*
V.I.A.	48.10%	51.00%	51.00% or more*
V.I.A. LSG	48.10%	51.00%	51.00% or more*
Verb	52.00%	55.00%	55.00% or more*
Work Tents	50.00%	53.35%	53.35% or more*
Convey	45.00%	47.00%	47.00% or more*
Cura Seating	45.00%	47.00%	47.00% or more*
Davenport	45.00%	47.00%	47.00% or more*
Embold	45.00%	47.00%	47.00% or more*
Empath Recliner Seating	45.00%	47.00%	47.00% or more*
Exchange Tables	45.00%	47.00%	47.00% or more*
Folio	45.00%	47.00%	47.00% or more*
Leela	45.00%	47.00%	47.00% or more*
Mineral Recliner Seating	45.00%	47.00%	47.00% or more*
Mobile Overbed Tables	45.00%	47.00%	47.00% or more*
Opus	45.00%	47.00%	47.00% or more*
Park	45.00%	47.00%	47.00% or more*
Pocket	45.00%	47.00%	47.00% or more*
Regard	45.00%	47.00%	47.00% or more*
Senza	45.00%	47.00%	47.00% or more*
Sonata	45.00%	47.00%	47.00% or more*
Surround	45.00%	47.00%	47.00% or more*
Sync	45.00%	47.00%	47.00% or more*
Tava	45.00%	47.00%	47.00% or more*
Studio B	33.33%	35.90%	35.90% or more*
Currency	54.00%	57.00%	57.00% or more*
Elective Elements	54.88%	57.93%	57.93% or more*
Elective Elements Parameters	54.88%	57.93%	57.93% or more*
Mackinac	50.50%	55.00%	55.00% or more*
Payback	54.00%	57.00%	57.00% or more*
Sawyer	54.00%	57.00%	57.00% or more*
Siento Seating	50.77%	53.53%	53.53% or more*
Verlay	52.50%	54.57%	54.57% or more*
Victor2	50.00%	51.83%	51.83% or more*
Flex Mobile Power	48.13%	51.22%	51.22% or more*
Steelcase Wood Products (other than Exceptions below)	50.17%	52.94%	52.94% or more*
Steelcase Worktools Products (other than Exceptions below)	49.00%	52.29%	52.29% or more*
Steelcase Health Products (other than Exceptions below)	45.00%	47.00%	47.00% or more*

Steelcase Products	Price List / Order Size (in USD)		
	Discounts off List		
	Drop Ship		
	\$1 - \$50,000 List	\$50,001 - \$150,000 List	\$150,001 list and above
Coalesse Products (other than Exceptions below)	48.42%	50.00%	50.00% or more*
Orangebox Pods Products (other than Exceptions below)	42.75%	44.25%	44.25% or more*
Orangebox Products (other than Exceptions below)	42.75%	45.00%	45.00% or more*
West Elm Products (other than Exceptions below)	49.00%	50.50%	50.50% or more*

Partner Products	Price List / Order Size (in USD)		
	Discounts off Partner MSRP		
	Drop Ship		
	\$1 - \$50,000 Partner MSRP	\$50,001 - \$150,000 Partner MSRP	\$150,001 Partner MSRP and above
Bolia	8.75%	10.98%	10.98% or more*
Extremis	22.50%	24.39%	24.39% or more*
FLOS Lighting	12.50%	14.63%	14.63% or more*
Mattiazzi	43.75%	46.34%	46.34% or more*
Mitchell Gold + Bob Williams	18.75%	21.95%	21.95% or more*
Mooodi	6.88%	9.76%	9.76% or more*
Mooodi Carpets	6.88%	9.76%	9.76% or more*
Tom Dixon	1.25%	15.85%	15.85% or more*
Established & Sons	6.25%	8.54%	8.54% or more*

EXCEPTIONS

- All Price Lists: New Products.
- Coalesse Price Lists: Arzu, Nanimarquina Collection.

OTHER

- Terms and conditions for the delivery and installation of architectural products will be negotiated on a project-by-project basis.
- Pricing for service parts will be quoted upon request.
- Orders from more than one Price List may be combined for the purpose of defining Order Size (e.g. Steelcase Steel, Steelcase Wood, and Steelcase Worktools.)

PRODUCTS AND PRICING (continued)

FOR DELIVERIES IN THE UNITED STATES
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PARTNER PRODUCTS - A general term which includes third party products sold in accordance with this Agreement. Partner Products include: FLOS Lighting, Mitchell Gold + Bob Williams, Bolia, Extremis, Moooi, Tom Dixon, Mattiazzi, Established & Sons.

Notwithstanding anything to the contrary, Product list-price adjustments for Partner Products will be made in conjunction with the price adjustments of Partner Products' manufacturers and are not subject to written notification to State of Iowa. The product selection evolves over time; availability is confirmed upon request at time of order. Any intellectual property related to Partner Products sold under this Agreement will be owned and retained by the manufacturer of such Products. Orders for Partner Products are not subject to change or cancellation without charge once the Order has been received. Steelcase will pass along any warranty with respect to Partner Products.

APPLIED RESEARCH + CONSULTING - Through a team of experienced of consultants, ARC brings deep knowledge to our customers and delivers benefits that typically include alignment of the workspace strategy, business strategy and desired behaviors; validation of how people work and interact with others—and their work environment; a co-created, integrated solution that supports the business direction; development of higher performing solutions; and employee and leadership buy-in for the proposed solution. Notwithstanding anything to the contrary, Applied Research + Consulting will not be subject to reporting or administrative fee payment for Contract Sales Activity unless otherwise agreed to in writing by Steelcase on a case-by-case basis.

WORKPLACE TOOLS + RESOURCES - Through a combination of asking, observing, and creating experiences to bring a deeper understanding of the explicit, tacit, and latent needs to be uncovered. WT+R can host discovery exercises and collaborative situation workshops with Sourcewell Members that focus on understanding workplace issues of your organization and user needs. They also offer concept reviews of applications that help our customers to visualize the ways Steelcase products can support specific workplace needs in place, posture, and control. Notwithstanding anything to the contrary, Workplace Tools + Resources will not be subject to reporting or administrative fee payment for Contract Sales Activity unless otherwise agreed to in writing by Steelcase on a case-by-case basis.

PRODUCTS AND PRICING (continued)

DEALER SERVICES AND RATES

The rates below are subject to periodic rate increases, subject to prior written notification from Steelcase. Other terms may apply due to specific scope and will be quoted by the Dealer on a case-by-case basis. Rates are ceiling-based rates.

SERVICE FEES	RATES
UNION/PREVAILING WAGE INSTALLATION/REPAIR/DELIVERY	
Standard Straight Time, per hour*	Per Local Rates
Time and Half, per hour*	Per Local Rates
Double Time, per hour*	Per Local Rates
<i>*Added Terms may apply, minimums, after hours, Sundays, holidays, etc.</i>	
NON-UNION WAGE INSTALLATION/REPAIR/DELIVERY	
Standard Straight Time, per hour*	\$80.00
Time and Half, per hour*	\$120.00
Double Time, per hour*	\$160.00
<i>*Added Terms may apply, minimums, after hours, Sundays, holidays, etc.</i>	
PROJECT MANAGEMENT/COORDINATION & DESIGN SERVICES	
Project Management/Coordination, per hour	\$100.00
Field Verifications	\$90.00 per hour
Floor Core locations	
Inventory of existing product in field	
Coordination of electrical	
Design Programming with schematic design	
Space Planning	
Occupancy Planning/CAD Drafter	
Test Fits	
Accessorizing	
Architectural Finish Selection	
Strategic Planning Services	\$150.00
Reconfiguration of existing product with or without new product	\$125.00
Furniture Renderings: depending on type requested	\$150 to \$600 each
Virtual Reality Simulation	Quoted to scope
WAREHOUSE & ASSET MANAGEMENT	
Storage	\$5 per cubic ft per month
Asset Management	\$90.00 per hour
Long Term Asset Management of products (per separate Agreement)	Quoted to scope
Ins and Outs	
On-Site Asset Management	
MOVE MANAGEMENT	
Decommissioning Services	Quoted to scope
Move Management Services	

PRODUCTS AND PRICING (continued)

DEALER SERVICES AND RATES (continued)

SERVICE FEES	RATES
MAINTENANCE/REPAIR/REFURBISHING	
Maintenance* – Servicing accessories: locks, chairs, keyboards, monitor arms, etc. <i>*Added Terms may apply, minimums, after hours, Sundays, holidays, etc.</i>	\$80.00/hr. Std.Straight Time \$120.00/hr. Time & Half \$160.00/hr. Double-time
Maintenance* - Repair, Refinishing, Touch up, trim repainting; laminate trim/edge repairs <i>*Added Terms may apply, minimums, after hours, Sundays, holidays, etc.</i>	\$80.00-\$130.00/hour Std. Straight Time Plus Travel
Fabric Cleaning*: seating and panel <i>*Added Terms may apply, minimums, after hours, Sundays, holidays, etc.</i>	\$35.00 each piece* Plus Travel
Seating fabric-guarding* (task, desk, and side chairs) <i>*Added Terms may apply, minimums, after hours, Sundays, holidays, etc.</i>	\$35.00 per chair* Plus Travel
Leather Seating Upholstery Cleaning	Quoted to scope
MISCELLANEOUS	
Supplier Personnel travel expenses	Member's Prior Approval
Disposal/Recycling	Quoted to scope

Travel expenses will be quoted extra.

Additional Services

Rates submitted for services are ceiling-based rates which will vary based on pricing variables such as varying site conditions, hours of installation, size of projects, and other factors. These rates are ceiling-based, and therefore we encourage Sourcewell Members to negotiate lower rates for these services on a project-by-project basis with authorized Steelcase Dealers, when more specific project information is known.

Union or Prevailing Wage

Where applicable, servicing Dealers will abide by union or prevailing wage rates and quote accordingly.

Customer Own Material ("COM")

Customer Own Material ("COM") includes fabric, laminates, and non-contracted ancillary products. COMs are allowed and may include an associated dealer mark-up and in some cases a freight charge, depending on the COM selected by the Member. COM mark-up will have a 35% ceiling.

Additional Charges May Apply For:

- Orders of an aggregate unit quantity, example of 1 - 10 chairs, desks, files, peds, etc. - CB \$300 fee per delivery.
- Major Metro Markets and any non-ground floor installation: CB 1% - 3.5% of list product value
 - Major Metro Markets include large population centers and urban environments.
- Installation in a clinical/medical environment: CB 1% - 3.5% of list product value
- Special restrictions or limits established by local laws, ordinances, or the directions of the Member, including yet not limited to restrictions on transportations of materials, street access to the job site and/or dock facilities: CB 1% - 3.5% of list product value
- Installations outside normal service area, which is typically a 25-mile radius of the servicing dealer: CB 2% of list product value.
- Local Prevailing Wage and/or Union Labor Rates
- Any additional charges shall be quoted by the dealer and approved by the Member prior to performance of the work.
- "CB" = Ceiling Based