

Appendix A - Steelcase - Utah Contract Number MA147 and Idaho PADD1115

State of Idaho PA - Western States Contracting Alliance

Steelcase Product and Discount Summary

| | Discount from List Price - Drop Ship % | | | | |
|--|--|--------------------|---------------------|---------------------|------------------|
| | \$1-\$50,000 | \$50,001-\$100,000 | \$100,001-\$200,000 | \$200,001-\$500,000 | \$500K + |
| October 2015 | | | | | |
| 5.2 Systems Furniture and Accessories | | | | | |
| Monolithic Systems & Accessories | | | | | |
| Series 9000, Avenir, Kick Systems & Freestanding | 59.50% | 59.50% | 63.55% | 63.55% | 64.56% or more** |
| Frame and Tile & Accessories | | | | | |
| Answer, Montage with Universal Worksurfaces & Pedestals | 59.50% | 59.50% | 61.53% | 61.53% | 62.54% or more** |
| Bottomline/Underline Task Lights, LED Shelf & LED Personal Task Lighting, Reed LED Lighting | 48.36% | 49.38% | 49.38% or more** | 49.38% or more** | 49.38% or more** |
| Balance of Steelcase Steel Systems Products (with some Exceptions) | 57.48% | 57.48% | 59.50% | 59.50% or more** | 59.50% or more** |
| Balance of Details Products (with some Exceptions) | 48.36% | 49.38% | 49.38% or more** | 49.38% or more** | 49.38% or more** |
| 5.3 Seating | | | | | |
| Criterion | 59.50% | 59.50% | 61.53% | 62.54% or more** | 62.54% or more** |
| Amia, Move, Cachet, Leap, Think, Reply, Gesture, QiVi | 51.40% | 51.40% | 53.43% | 53.43% or more** | 53.43% or more** |
| Cobi, i2i, Node | 47.35% | 47.35% | 51.40% | 51.40% or more** | 51.40% or more** |
| media:lounge, Brody Lounge Seating | 41.28% | 41.28% | 44.31% | 44.31% or more** | 44.31% or more** |
| Balance of Steelcase Steel Seating Products (with some Exceptions) | 57.48% | 57.48% | 59.50% | 59.50% or more** | 59.50% or more** |
| Steelcase Wood Seating, including Siento | 48.36% | 48.36% | 51.40% | 51.40% or more** | 51.40% or more** |
| Turnstone Seating, Buoy | 53.43% | 53.43% | 57.48% | 57.48% or more** | 57.48% or more** |
| Coalesse Seating (with some Exceptions) | 47.35% | 49.38% | 49.38% or more** | 50.39% or more** | 50.39% or more** |
| 5.4 Desks and Tables | | | | | |
| c:scape, Frameone, Verb | 45.33% | 49.38% | 49.38% or more** | 49.38% or more** | 49.38% or more** |
| media:tables, Thread Floor Power System | 41.28% | 41.28% | 44.31% | 44.31% or more** | 44.31% or more** |
| Balance of Steelcase Steel Desk/Table Products (with some Exceptions) | 57.48% | 57.48% | 59.50% | 59.50% or more** | 59.50% or more** |
| Elective Elements | 51.40% | 51.40% | 54.44% | 54.44% or more** | 54.44% or more** |
| Walden Products, Steelcase Wood Desks/Tables including Flexframe | 48.36% | 48.36% | 51.40% | 51.40% or more** | 51.40% or more** |
| Groupwork, Currency, Payback & Sawyer, Balance of Turnstone, Bivi Desks/Tables | 53.43% | 53.43% | 57.48% | 57.48% or more** | 57.48% or more** |
| E-Table 2 | 48.36% | 49.38% | 50.39% or more** | 50.39% or more** | 50.39% or more** |
| Coalesse Products (with some Exceptions) | 47.35% | 49.38% | 49.38% or more** | 50.39% or more** | 50.39% or more** |
| Details Airtouch Adjustable Tables | 56.46% | 56.46% | 60.51% | 60.51% or more** | 60.51% or more** |
| Balance of Details Products (with some Exceptions) | 48.36% | 49.38% | 49.38% or more** | 49.38% or more** | 49.38% or more** |
| 5.5 Filing, Storage and Casework | | | | | |
| Steelcase Universal Pedestals | 59.50% | 59.50% | 61.53% | 62.54% or more** | 62.54% or more** |
| Balance of Steelcase Steel Storage Products (with some Exceptions) | 57.48% | 57.48% | 59.50% | 59.50% or more** | 59.50% or more** |
| Elective Elements | 51.40% | 51.40% | 54.44% | 54.44% or more** | 54.44% or more** |
| Walden Products | 48.36% | 48.36% | 51.40% | 51.40% or more** | 51.40% or more** |
| Steelcase Wood Storage Products | 57.48% | 57.48% | 59.50% | 59.50% or more** | 59.50% or more** |
| Currency & Payback Filing/Storage, TS Mobile Pedestals, TS Tower Too, Turnstone Filing/Storage | 53.43% | 53.43% | 57.48% | 57.48% or more** | 57.48% or more** |
| Coalesse Filing/Storage Products (with some Exceptions) | 47.35% | 49.38% | 49.38% or more** | 50.39% or more** | 50.39% or more** |
| Other | | | | | |
| Service Parts for all of the above | 34.19% | 34.19% | 34.19% | 34.19% | 34.19% |

EXCEPTIONS

- Steelcase Steel and Wood Price Lists: New Products, Divisio Screens, Leap Worklounge and Ottoman, Education Technology Products, Eno, Other Technology Products, Room Wizard 2.0, Static Products.
- Turnstone Price Lists: New Products
- Coalesse Price Lists: New Products, Carl Hansen, Arzu, Hosu.
- Details Price Lists: New Products, Fitwork.

OTHER

- Only orders from Steelcase Steel and Wood Price Lists may be combined for the purpose of defining order size.