

**ATTACHMENT O - Contract # W-2012-WOF-0002 - non SOFS
Western States Contracting Alliance - MA147**

Steelcase Product and Discount Summary

January 2014

	Discount from List Price - Drop Ship %/(E-12 Drop Ship %)				
	\$1-\$50,000	\$50,001-\$100,000	\$100,001-\$200,000	\$200,001-\$500,000	\$500K +
5.2 Systems Furniture and Accessories					
Monolithic Systems & Accessories					
Series 9000, Avenir, Kick Systems & Freestanding	60%/(57%)	60%/(57%)	64%/(61%)	64%	65% or more **
Frame and Tile & Accessories					
Answer, Montage with Universal Worksurfaces & Pedestals	60%/(55%)	60%/(55%)	62%/(59%)	62%	63% or more **
Bottomline/Underline Task Lights, LED Shelf & LED Personal Task Lighting	49%	50%	50% or more**	50% or more**	50% or more**
Balance of Steelcase Steel Systems Products (with some Exceptions)	58%/(55%)	58%/(55%)	60%/(57%)	60% or more**	60% or more**
Balance of Details Products (with some Exceptions)	49%	50%	50% or more**	50% or more**	50% or more**
5.3 Seating					
Criterion	60%/(55%)	60%/(55%)	62%/(59%)	63% or more **	63% or more **
Amia, Move, Cachet, Leap, Think, Reply	52%/(47%)	52%/(47%)	54%/(49%)	54% or more **	54% or more **
Gesture, Qivi	52%	52%	54%	54% or more **	54% or more **
Cobi, i2i, Node	48%	48%	52%	52% or more **	52% or more **
media:lounge	42%	42%	45%	45% or more **	45% or more **
Balance of Steelcase Steel Seating Products (with some Exceptions)	58%/(55%)	58%/(55%)	60%/(57%)	60% or more **	60% or more **
Steelcase Wood Seating	49%/(46%)	49%/(46%)	52%/(48%)	52% or more **	52% or more **
Turnstone Seating, Buoy	54%	54%	58%	58% or more **	58% or more **
Coalesse Seating (with some Exceptions)	48%/(44%)	50%/(44%)	51% or more**	51% or more**	51% or more**
5.4 Desks and Tables					
c:scape, Frameone, Verb	46%	50%	50% or more**	50% or more**	50% or more**
media:tables	42%	42%	45%	45% or more **	45% or more **
Balance of Steelcase Steel Desk/Table Products (with some Exceptions)	58%/(55%)	58%/(55%)	60%/(57%)	60% or more**	60% or more**
Elective Elements 6	52%/(49%)	52%/(49%)	55%/(51%)	55% or more **	55% or more **
Walden Products, Steelcase Wood Desks/Tables including Flexframe	49%/(46%)	49%/(46%)	52%/(48%)	52% or more **	52% or more **
Groupwork, Currency & Payback, Turnstone, Bivi Desks/Tables	54%	54%	58%	58% or more **	58% or more **
E-Table 2	49%/(44%)	50%/(44%)	51% or more**	51% or more**	51% or more**
Coalesse Products (with some Exceptions)	48%/(44%)	50%/(44%)	51% or more**	51% or more**	51% or more**
Details Airtouch Adjustable Tables	57%	57%	61%	61% or more**	61% or more**
Balance of Details Products (with some Exceptions)	49%	50%	50% or more**	50% or more**	50% or more**
5.5 Filing, Storage and Casegoods					
Steelcase Universal Pedestals	60%/(55%)	60%/(55%)	62%/(59%)	63% or more **	63% or more **
Balance of Steelcase Steel Storage Products (with some Exceptions)	58%/(55%)	58%/(55%)	60%/(57%)	60% or more**	60% or more**
Elective Elements 6	52%/(49%)	52%/(49%)	55%/(51%)	55% or more **	55% or more **
Walden Products	49%/(46%)	49%/(46%)	52%/(48%)	52% or more **	52% or more **
Steelcase Wood Storage Products	58%/(55%)	58%/(55%)	60%/(57%)	60% or more**	60% or more**
Currency & Payback Filing/Storage, TS Mobile Pedestals, TS Tower Too, Turnstone Filing/Storage	54%	54%	58%	58% or more **	58% or more **
Coalesse Filing/Storage Products (with some Exceptions)	48%/(44%)	50%/(44%)	51% or more**	51% or more**	51% or more**
Other					
Service Parts for all of the above	35%	35%	35%	35%	35%

Express12 discounting shown in the parenthesis above (E-12 %)

Express12 Program Overview

- Express12 offers a comprehensive offering of many combinations of systems, desks, tables, storage, seating, lighting, and more.
- All products are made-to-order and delivered within 12 business days.
- Express12 is targeted to contract customers whose business needs require fast delivery with a broad product offering.
- Express12 service level is subject to change
- Express12 Program based on product delivery to the point of debarkation in Washington State

EXCEPTIONS

- Steelcase Steel and Wood Price Lists: New Products, Leap Worklounge and Ottoman.
- Turnstone Price Lists: New Products
- Coalesse Price Lists: New Products, Carl Hansen.
- 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.