

ATTACHMENT II

Participating Addendum for WSCA Office Furniture - Master Purchase Agreement No. MA147 - State of Hawaii State Procurement Office (SPO) Vendor Contract No. 13-19

Steelcase Product and Discount Summary

January 2014

	Discount from List Price - 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, Standard Lighting, Utility Lighting	60%	60%	64%	64%	65% or more**
Frame and Tile & Accessories					
Answer, Montage with Universal Worksurfaces & Pedestals	60%	60%	62%	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%	58%	60%	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%	60%	62%	63% or more**	63% or more**
Amia, Move, Cachet, Leap, Think, Reply, Qivi and Gesture	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%	58%	60%	60% or more**	60% or more**
Steelcase Wood Seating, including Siento	49%	49%	52%	52% or more**	52% or more**
Turnstone Seating, Buoy	54%	54%	58%	58% or more**	58% or more**
Coalesse Seating (with some Exceptions)	48%	50%	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%	58%	60%	60% or more**	60% or more**
Elective Elements 6	52%	52%	55%	55% or more**	55% or more**
Walden Products, Steelcase Wood Desks/Tables including Flexframe	49%	49%	52%	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%	50%	51% or more**	51% or more**	51% or more**
Coalesse Products (with some Exceptions)	48%	50%	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 Caseloads					
Steelcase Universal Pedestals	60%	60%	62%	63% or more**	63% or more**
Balance of Steelcase Steel Storage Products including TS Fixed pedestals, Post & Beam (with some Exceptions)	58%	58%	60%	60% or more**	60% or more**
Elective Elements 6	52%	52%	55%	55% or more**	55% or more**
Walden Products	49%	49%	52%	52% or more**	52% or more**
Arbor, Norfolk, Garland, Impact	58%	58%	60%	60% or more**	60% or more**
Currency & Payback Filing/Storage, TS Mobile Pedestals, TS Tower Too, TS Underworksurface Laterals	54%	54%	58%	58% or more**	58% or more**
Coalesse Filing/Storage Products (with some Exceptions)	48%	50%	51% or more**	51% or more**	51% or more**
Other					
Service Parts for all of the above	35%	35%	35%	35%	35%

EXCEPTIONS

- Steelcase Steel and Wood Price Lists: New Products, 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.