

Attachment D

Pricing Information: Discount Matrix

ATTACHMENT D NASPO ValuePoint - RC17020 Steelcase Product and Discount Summary			
	Discount from List Price - Drop Ship %		
	\$1-\$50,000	\$50,001-\$150,000	\$150K +
Systems Furniture and Accessories			
Monolithic Systems & Accessories			
Avenir, Series 9000	69.00%	72.00%	74% or more**
Answer, Univ Itc/Otc Bins/Shelves, Universal System Worksurfaces, Duo Storage w/ Answer	67.00%	68.50%	70% or more**
Kick Systems, Ts Bins & Shelves, Ts Worksurfaces	67.00%	67.00%	67% or more**
Standard Lighting, Utility Lighting	67.00%	67.00%	68% or more**
Adj Tables - Series 5	53.50%	54.00%	55% or more**
Frame and Tile & Accessories			
Answer, Montage, Univ Itc/Otc Bins/Shelves, Universal System Worksurfaces, Univ System Wksf-Wood, Duo Storage w/ Answer & Montage	67.00%	68.50%	70% or more**
Kick Systems, Ts Bins & Shelves, Ts Worksurfaces	67.00%	67.00%	67% or more**
Standard Lighting, Utility Lighting	67.00%	67.00%	68% or more**
Adj Tables - Series 5	53.50%	54.00%	55% or more**
Balance of Worktools Products (with some Exceptions), Privacy, Bottomline, LED Linear, LED Personal, LED Shelf, Underline	49.00%	50.00%	50% or more**
Seating			
Protégé, Player	59.00%	60.00%	62% or more**
Criterion	69.00%	69.00%	69% or more**
462 Leap	59.00%	60.00%	61% or more**
media:scape, Brody Lounge, B Free, Umami	44.00%	45.00%	45% or more**
464 Leap Work Lounge	50.00%	51.00%	52% or more**
487 Cachet, 490 Move, Node, Node Health	53.00%	54.00%	55% or more**
Amia, Think, Reply	55.50%	56.00%	57% or more**
Steelcase Series 1	54.50%	55.50%	57% or more**
Gesture	55.50%	56.00%	57% or more**
Aspekt, Cura, Leela, Malibu, Mitra, Neighbor, Outlook Express, Outlook Hawthorne, Outlook Jarrah, Outlook Nikko, Outlook Sequoia, Sieste, Tava, Regard, Verge, Sorrel, X-tenz, Empath, Mineral, Surround, Balance of Health	45.00%	47.00%	47% or more**
Cobi, i2i, Kart, Qivi	51.00%	52.00%	53% or more**
Max Stacker III, Balance of Steel	58.00%	59.00%	60% or more**
Siento, Alcove, Collaboration, Escapade, Mingle, Oriana, Snodgrass 474 Wood, Terrazo, Topaz, Balance of Wood	51.00%	53.00%	53% or more**
Bivi, Campfire, Crew, Jack, Jenny, Scoop, Shortcut, Uno, Lincoln, Buoy, alight, Sawyer, Balance of Turnstone	54.00%	58.00%	58% or more**
Coalesse Astor, Await, Bix, Bob, Capa, Circa, Coupe, Davos, Evaneau, Hosu, Joel, Lagunitas, Massaud, Millbrae, Montara650, Passerelle, Ripple, Sidewalk, SW_1, Swathmore, Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse	51.00%	51.00%	52% or more**
Desks/Tables			
Kick Freestanding	67.00%	67.00%	67% or more**
Answer Freestanding, Universal Pedestals, Universal Tables	67.00%	68.50%	70% or more**
c:scape, FrameOne, Divisio Screens	51.00%	53.00%	55.5% or more**
Context, Post and Beam, Balance of Steelcase Steel	58.00%	59.00%	60% or more**
Univ Underworksurface bookcase, 900 Series Underworksurface Lateral, Universal Underworksurface Lateral, Univ Storage Laminate	63.00%	64.00%	65% or more**
TS Fixed Pedestals, TS Underworksurface Laterals	61.00%	63.00%	64% or more**
Opus, Folio, Ainsley, Davenport, Waldorf, Aspekt, Leela, Mitra, Outlook Hawthorn, Outlook Jarrah, Outlook, Sequoia, Regard, Sieste, Sorrel, Tava, Sync, Pocket, Relay Arm, Exchange, Park, Senza, Waldorf, Neighbor, Opus, Freestanding, Chart Box, Mobile Overbed Tables, Balance of Health	45.00%	47.00%	47% or more**
media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free	44.00%	45.00%	45% or more**
Adj Tables - Ology	53.00%	54.00%	56% or more**
Adj Tables - Migration	57.00%	57.50%	58.5% or more**
Verb	52.00%	55.00%	55% or more**
Elective Elements	53.00%	55.00%	55% or more**
Garland, Walden, Impact, Flexframe, Convene, Balance of Wood	51.00%	53.00%	53% or more**
Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone	54.00%	58.00%	58% or more**
Adj Tables - Series 5, Series 7, Series Bench	53.50%	54.00%	55% or more**
Akira & Runner Tables, Univ Privacy Modesty Scrn	51.00%	52.00%	53% or more**
Adj Tables - Airtouch	58.00%	62.00%	62% or more**
Coalesse Au Lait, Avon, Await, Ballet, Bix, Bob, Circa, Denizen, Diekman, E-Table 2, Enea, Enea Lottus, Free Stand, GH_1, Holy Day, Host, Lagunitas, Millbrae, Montata650, Passerelle, Potrero415, Reunion, Sebastopol, Sidewalk, Soft Leaf, SW_1, Switch, Train, Trees, Balance of Coalesse	51.00%	51.00%	52% or more**
Filing and Storage			
TS 200 Series Laterals, Overfile Cabinets, Balance of Steel	58.00%	59.00%	60% or more**
Ts Fixed Pedestals, TS Laterals, Ts Mobile Pedestals, Ts Tower Too, Ts Underworksurface Latera	61.00%	63.00%	64% or more**
Univ Bookcases, Univ Combination Cabinets, Univ Storage Cabinets, Univ Towers, Univ Wardrobe Cabinets, Univ Workstation Verticals, Universal Storage Acc., 900 Series Laterals, Universal Laterals, Univ Storage Laminate, High Density Storage	63.00%	64.00%	65% or more**
Univ Pedestals	67.00%	68.50%	70% or more**
Garland, Victor2, Walden, Balance of Wood	51.00%	53.00%	53% or more**
Currency, Payback, Bivi, Tour, Balance of Turnstone	54.00%	58.00%	58% or more**
Folio, Ainsley, Opus, Sonata, Davenport, Park, Senza, Waldorf, Balance of Health	45.00%	47.00%	47% or more**
Coalesse Denizen, Exponents, New Exponents, Host, Sidewalk	51.00%	51.00%	52% or more**
EXCEPTIONS			
<ul style="list-style-type: none"> Steelcase Steel and Wood Price Lists: New Products, eno Accessories, eno Whiteboards, Low Profile Floor, Premium Whiteboards, Privacy Walls, PW LSG Framing, QT Pro, Room Wizard 2.0, Space Analytics, STC Steelcase Worktools Price Lists: New Products. Turnstone Price Lists: New Products Coalesse Price Lists: New Products, Arzu, Carl Hansen Steelcase Health Price Lists: New Products. 			
OTHER			
<ul style="list-style-type: none"> Only orders from Steelcase Steel, Steelcase Wood, and Steelcase Worktools Price Lists may be combined for the purpose of defining order size. Terms and Conditions for the delivery and installation of architectural products will be negotiated on a project-by-project basis. 			