Attachment D

Pricing Information: Discount Matrix

ATTACHMENT D NASPO ValuePoint - RC17020 Steelcase Product and Discount Summary

	Discount		e - Drop Ship %
	¢1 ¢50 000	\$50,001- \$150,000	Ć1EOK .
Systems Furniture and Accessories	\$1-\$50,000	\$150,000	\$150K +
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	F0.000/	50.000/	620/
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-	45.00%	47.00%	47% or more**
tenz, Empath, Mineral, Surround, Balance of Health			
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**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables			
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding	67.00%	67.00%	67% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables			
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding	67.00% 67.00%	67.00% 68.50%	67% or more** 70% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables c:scape, FrameOne, Divisio Screens	67.00% 67.00% 51.00%	67.00% 68.50% 53.00%	67% or more** 70% or more** 55.5% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables c:scape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel	67.00% 67.00% 51.00% 58.00%	67.00% 68.50% 53.00% 59.00%	67% or more** 70% or more** 55.5% or more** 60% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables c:scape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Universal Lateral	67.00% 67.00% 51.00% 58.00% 63.00%	67.00% 68.50% 53.00% 59.00% 64.00%	67% or more** 70% or more** 55.5% or more** 60% or more**
Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables C:cscape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Universale Lateral, Universale Lateral, Universale Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universale Underworkesurface	67.00% 67.00% 51.00% 58.00% 63.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00%	67% or more** 70% or more** 55.5% or more** 60% or more** 65% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables C:scape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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	67.00% 67.00% 51.00% 58.00% 63.00% 61.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00%	67% or more** 70% or more** 55.5% or more** 65% or more** 65% or more** 47% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables c:scape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free	67.00% 67.00% 51.00% 58.00% 63.00% 61.00% 45.00%	67.00% 68.50% 53.00% 59.00% 64.00% 47.00%	67% or more** 70% or more** 55.5% or more** 60% or more** 65% or more** 47% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables c:scape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology	67.00% 67.00% 51.00% 58.00% 63.00% 61.00% 45.00% 44.00% 57.00% 52.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 45.00% 54.00% 57.50%	67% or more** 70% or more** 55.5% or more** 65% or more** 65% or more** 47% or more** 45% or more** 55% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables c:scape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Ology Elective Elements	67.00% 67.00% 51.00% 58.00% 63.00% 61.00% 45.00% 44.00% 53.00% 52.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 54.00% 57.50% 55.00%	67% or more** 70% or more** 555.5% or more** 65% or more** 64% or more** 47% or more** 45% or more** 55% or more** 55% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables c:scape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Ology Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood	67.00% 67.00% 51.00% 58.00% 63.00% 61.00% 45.00% 44.00% 53.00% 52.00% 53.00% 53.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 45.00% 54.00% 55.00% 53.00%	67% or more** 70% or more** 55.5% or more** 60% or more** 65% or more** 47% or more** 45% or more** 56% or more** 58.5% or more** 55% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables c:scape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Universal Eateral, Universal Underworkesurface Lateral, Universal Eateral, Universal Underworkesurface Lateral, Universal Eateral, Universal	67.00% 67.00% 51.00% 58.00% 63.00% 61.00% 45.00% 44.00% 53.00% 57.00% 52.00% 51.00% 54.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 45.00% 54.00% 55.00% 55.00% 58.00%	67% or more** 70% or more** 55.5% or more** 60% or more** 65% or more** 47% or more** 55% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables C:scape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Migration Verb Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone Adj Tables - Series 5, Series 7, Series Bench	67.00% 67.00% 51.00% 58.00% 63.00% 61.00% 45.00% 44.00% 57.00% 52.00% 53.00% 54.00% 54.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 45.00% 54.00% 55.00% 53.00% 53.00% 54.00%	67% or more** 50% or more** 55.5% or more** 65% or more** 64% or more** 47% or more** 55% or more** 55% or more** 55% or more** 55% or more** 53% or more** 53% or more** 55% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables C:csape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Migration Verb Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone Adj Tables - Series 5, Series 7, Series Bench Akira & Runner Tables, Univ Privacy Modesty Scrn	67.00% 67.00% 51.00% 58.00% 61.00% 45.00% 44.00% 57.00% 52.00% 51.00% 53.50% 51.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 45.00% 57.50% 55.00% 53.00% 54.00% 54.00% 55.00% 53.00%	67% or more** 70% or more** 55.5% or more** 65% or more** 65% or more** 47% or more** 45% or more** 55.5% or more** 55% or more** 55% or more** 53% or more** 53% or more** 55% or more**
Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables C:cscape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Unive Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Migration Verb Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone Adj Tables - Series 5, Series 7, Series Bench	67.00% 67.00% 51.00% 58.00% 63.00% 61.00% 45.00% 44.00% 57.00% 52.00% 53.00% 54.00% 54.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 45.00% 54.00% 55.00% 53.00% 53.00% 54.00%	67% or more** 70% or more** 55.5% or more** 65% or more** 65% or more** 47% or more** 45% or more** 55% or more** 55% or more** 55% or more** 53% or more** 53% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Boeks/Tables Kick Freestanding Answer Freestanding Universal Pedestals, Universal Tables Ciscape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Migration Verb Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone Adj Tables - Series S, Series 7, Series Bench Akira & Runner Tables, Univ Privacy Modesty Scrn Adj Tables - Airtouch 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	67.00% 67.00% 51.00% 58.00% 61.00% 45.00% 44.00% 57.00% 52.00% 51.00% 53.50% 51.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 45.00% 57.50% 55.00% 53.00% 54.00% 54.00% 55.00% 53.00%	67% or more** 70% or more** 55.5% or more** 65% or more** 64% or more** 47% or more** 55% or more** 55% or more** 55% or more** 55% or more** 53% or more** 53% or more** 55% or more**
Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables C:scape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate T5 Fixed Pedestals, T5 Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Migration Verb Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone Adj Tables - Series 5, Series 7, Series Bench Akira & Runner Tables, Univ Privacy Modesty Scrn Adj Tables - Airtouch 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 Filing and Storage	67.00% 67.00% 51.00% 51.00% 63.00% 61.00% 45.00% 44.00% 53.00% 51.00% 51.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 54.00% 55.00% 55.00% 53.00% 54.00% 54.00% 54.00% 54.00%	67% or more** 70% or more** 55.5% or more** 60% or more** 65% or more** 47% or more** 55% or more**
Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables Cscape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Migration Verb Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone Adj Tables - Series S, Series 7, Series Bench Akira & Runner Tables, Univ Privacy Modesty Scrn Adj Tables - Aitrouch 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 Filing and Storage TS 200 Series Laterals, Overfile Cabinets, Balance of Steel	67.00% 67.00% 51.00% 58.00% 63.00% 61.00% 45.00% 44.00% 53.00% 51.00% 54.00% 51.00% 51.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 45.00% 57.50% 55.00% 53.00% 54.00% 52.00% 62.00% 59.00%	67% or more** 570% or more** 55.5% or more** 66% or more** 65% or more** 47% or more** 55% or more** 55% or more** 55% or more** 55% or more** 53% or more** 55% or more** 55% or more** 55% or more** 55% or more**
Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables Cscape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ. Underworkseurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Ology Adj Tables - Wigration Verb Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone Adj Tables - Series 5, Series 7, Series Bench Akira & Runner Tables, Univ Privacy Modesty Scrn Adj Tables - Airtouch 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 Tiling and Storage Ts Fixed Pedestals, Ts Laterals, Ts Mobile Pedestals, Ts Tower Too, Ts Underworksurface Latera	67.00% 67.00% 51.00% 51.00% 63.00% 61.00% 45.00% 44.00% 53.00% 51.00% 51.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 54.00% 55.00% 55.00% 53.00% 54.00% 54.00% 54.00% 54.00%	67% or more** 70% or more** 55.5% or more** 60% or more** 65% or more** 47% or more** 55% or more**
Desks/Tables Kick Freestanding, Universal Pedestals, Universal Tables C:scape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Migration Verb Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood Currency, Payback, Bivl, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone Adj Tables - Series 5, Series 7, Series Bench Akira & Runner Tables, Univ Privacy Modesty Scrn Adj Tables - Airtouch 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 Filing and Storage Ts 200 Series Laterals, Overfile Cabinets, Balance of Steel Ts Fixed Pedestals, TS Laterals, Ts Mobile Pedestals, Ts Tower Too, Ts Underworksurface Latera Univ Bookcases, Univ Combination Cabinets, Univ Storage Cabinets, Univ Towers, Univ Workstation Verticals, Universal Storage Acc., 900 Series	67.00% 67.00% 51.00% 58.00% 63.00% 61.00% 45.00% 53.00% 52.00% 51.00% 51.00% 51.00% 51.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 54.00% 55.00% 55.00% 52.00% 62.00% 51.00%	67% or more** 70% or more** 55.5% or more** 60% or more** 65% or more** 47% or more** 45% or more** 55.5% or more** 55% or more** 52% or more** 62% or more**
Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables Ciscape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkseurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Docksase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Migration Verb Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone Adj Tables - Series 5, Series 7, Series Bench Akira & Runner Tables, Univ Privacy Modesty Scrn Adj Tables - Airtouch 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 Filing and Storage TS 200 Series Laterals, Overfile Cabinets, Balance of Steel TS Fixed Pedestals, TS Laterals, Ts Mobile Pedestals, Ts Tower Too, Ts Underworksurface Latera Univ Bookcases, Univ Combination Cabinets, Univ Storage Cabinets, Univ Yorwers, Univ Wardrobe Cabinets, Univ Workstation Verticals, Un	67.00% 67.00% 51.00% 58.00% 63.00% 61.00% 45.00% 44.00% 53.00% 51.00% 51.00% 51.00% 51.00% 51.00% 63.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 54.00% 55.00% 53.00% 54.00% 52.00% 62.00% 51.00% 63.00% 64.00%	67% or more** 70% or more** 55.5% or more** 60% or more** 65% or more** 47% or more** 45% or more** 55.5% or more** 55% or more** 55% or more** 55% or more** 55% or more** 52% or more** 62% or more** 62% or more** 62% or more**
Desks/Tables Kick Freestanding, Answer Freestanding, Universal Pedestals, Universal Tables Ciscape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate T5 Fixed Pedestals, T5 Underworksurface Laterals 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, Aspekt, Leela, Mitra, Outlook Hawthorn, Outlook Jarrah, Outlook, Sequoia, Regard, Sieste, Sorrel, Tava, Sync, Pocket, Relay Arm, Exchange, Park, Senza, Waldorf, Asightor, Opus, Freestanding, Chart Box, Mobile Overbed Tables, Balance of Health media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Migration Verb Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood Currency, Payback, Bini, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone Adj Tables - Series S, Series S, Series Bench Akira & Runner Tables, Univ Privacy Modesty Scrn Adj Tables - Airtouch 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 Filing and Storage T5 200 Series Laterals, Overfile Cabinets, Balance of Steel T5 Fixed Pedestals, T5 Laterals, T5 Mobile Pedestals, T5 Tower Too, T5 Underworksurface Latera Univ Podestals Univ Pedestals	67.00% 67.00% 51.00% 58.00% 63.00% 61.00% 45.00% 44.00% 53.00% 51.00% 51.00% 51.00% 51.00% 51.00% 63.00% 63.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 54.00% 55.00% 55.00% 53.00% 54.00% 51.00% 51.00% 62.00% 63.00% 64.00% 63.00%	67% or more** 70% or more** 55.5% or more** 60% or more** 65% or more** 47% or more** 55.5% or more** 55% or more** 52% or more** 62% or more** 62% or more** 62% or more** 62% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables C:scape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate T5 Fixed Pedestals, T5 Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Migration Verb Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone Adj Tables - Series S, Series T, Series Bench Akira & Runner Tables, Univ Privacy Modesty Scrn Adj Tables - Airtouch 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 Filing and Storage T5 200 Series Laterals, Overfile Cabinets, Balance of Steel T5 Fixed Pedestals, T5 Laterals, T5 Mobile Pedestals, T5 Underworksurface Latera Univ Bookcases, Univ Combination Cabinets, Univ Storage Cabinets, Univ Towers, Univ Wardrobe Cabinets, Univ Workstation Verticals, Universal Storage Acc., 900 Series Laterals, Universal Laterals, Universal Cabinets, Univ Storage Cabinets, Univ Towers, Univ Wardrobe Cabinets, Univ Workstation Verticals, Universal Storage Carineta, Univ Pedestals Garland, Victor2, Walden	67.00% 67.00% 51.00% 58.00% 63.00% 61.00% 44.00% 53.00% 51.00% 51.00% 51.00% 51.00% 61.00% 63.00% 63.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 54.00% 55.00% 55.00% 53.00% 52.00% 62.00% 63.00% 64.00% 64.00% 64.00%	67% or more** 70% or more** 55.5% or more** 65% or more** 65% or more** 47% or more** 55% or more** 55% or more** 55% or more** 55% or more** 53% or more** 55% or more** 55% or more** 55% or more** 62% or more** 62% or more** 62% or more** 62% or more** 53% or more** 53% or more** 55% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesse Desks/Tables Kick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables Ciscape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate TS Fixed Pedestals, TS Underworksurface Laterals 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 mediascape, Thread Floor Power, ScapeSeries, Fitwork,B Free Adj Tables - Ology Adj Tables - Migration Verb Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone Adj Tables - Series 5, Series 7, Series Bench Akira & Runner Tables, Univ Privacy Modesty Scrn Adj Tables - Airtouch 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, Potero415, Reunion, Sebastopol, Sidewalk, Soft Leaf, SW_1, Switch, Train, Trees, Balance of Coalesse Fling and Storage TS 200 Series Laterals, Overfile Cabinets, Balance of Steel Ts Fixed Pedestals, TS Laterals, Ts Mobile Pedestals, Ts Tower Too, Ts Underworksurface Latera 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 Univ Pedestals Garland, Victor 2, Walden, Balance of Wood	67.00% 67.00% 51.00% 51.00% 63.00% 61.00% 45.00% 45.00% 53.00% 51.00% 53.00% 51.00% 51.00% 58.00% 61.00% 58.00% 51.00% 58.00% 51.00% 58.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 54.00% 55.00% 55.00% 53.00% 52.00% 62.00% 63.00% 64.00% 63.00% 63.00% 64.00%	67% or more** 70% or more** 55.5% or more** 60% or more** 64% or more** 47% or more** 45% or more** 55.5% or more** 55% or more** 55% or more** 53% or more** 55% or more** 52% or more** 62% or more** 62% or more** 62% or more** 53% or more** 53% or more** 53% or more** 53% or more** 50% or more** 50% or more**
Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Balance of Coalesses Sick Freestanding Answer Freestanding, Universal Pedestals, Universal Tables Ciscape, FrameOne, Divisio Screens Context, Post and Beam, Balance of Steelcase Steel Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate T5 Fixed Pedestals, T5 Underworksurface Laterals 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 media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free Adj Tables - Ology Adj Tables - Migration Verb Elective Elements Garland, Walden, Impact, Flexframe, Convene, Balance of Wood Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone Adj Tables - Series S, Series T, Series Bench Akira & Runner Tables, Univ Privacy Modesty Scrn Adj Tables - Airtouch 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, Poterco415, Reunion, Sebastopol, Sidewalk, Soft Leaf, SW_1, Switch, Train, Trees, Balance of Coalesse Filing and Storage T5 200 Series Laterals, Overfile Cabinets, Balance of Steel T5 Fixed Pedestals, T5 Laterals, T5 Mobile Pedestals, T5 Univ Towers, Univ Wardrobe Cabinets, Univ Workstation Verticals, Universal Storage Acc., 900 Series Laterals, Universal Laterals, Universal Laterals, Universal Laterals, Universal Ederael Univ Pedestals	67.00% 67.00% 51.00% 58.00% 63.00% 61.00% 44.00% 53.00% 51.00% 51.00% 51.00% 51.00% 61.00% 63.00% 63.00%	67.00% 68.50% 53.00% 59.00% 64.00% 63.00% 47.00% 54.00% 55.00% 55.00% 53.00% 52.00% 62.00% 63.00% 64.00% 64.00% 64.00%	67% or more** 70% or more** 55.5% or more** 65% or more** 65% or more** 47% or more** 55% or more** 62% or more** 62% or more** 62% or more** 62% or more** 55% or more** 55% or more**

- 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
 Coalesse Price Lists: New Products, Arzu, Carl Hansen
 Steelcase Health Price Lists: New Products.

- OTHER
 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.