

Attachment I Products and Discounts

Mag. 2018	Discount from List Price - Del & Inst %		
	\$1-\$50,000	\$50,001-\$150,000	\$150K +
Systems Furniture and Accessories			
Monolithic Systems & Accessories			
Avenir, Series 9000	63.69%	66.72%	68.74% or more**
Answer, Univ Kc/Oto Bins/Shelves, Universal System Worksurfaces, Duo Storage w/ Answer	61.67%	63.19%	64.70% or more**
Kick Systems, Ts Bins & Shelves, Ts Worksurfaces	61.67%	61.67%	61.67% or more**
Standard Lighting, Utility Lighting	61.67%	61.67%	62.68% or more**
Adj Tables - Series 5	48.04%	48.54%	49.55% or more**
Frame and Tse & Accessories			
Answer, Montage, Univ Kc/Oto Bins/Shelves, Universal System Worksurfaces, Univ System Wksf-Wood, Duo Storage w/ Answer &	61.67%	63.19%	64.70% or more**
Kick Systems, Ts Bins & Shelves, Ts Worksurfaces	61.67%	61.67%	61.67% or more**
Standard Lighting, Utility Lighting	61.67%	61.67%	62.68% or more**
Adj Tables - Series 5	48.04%	48.54%	49.55% or more**
Balance of Worktools Products (with some Exceptions), Privacy, Bottomline, LED Linear, LED Personal, LED Shelf, Underline	43.49%	44.50%	44.50% or more**
Seating			
Protege, Payer	53.59%	54.60%	56.62% or more**
Criterion	63.69%	63.69%	63.69% or more**
462 Leap	53.59%	54.60%	55.61% or more**
mediascape, Brody Lounge, B Free, Umami	38.44%	39.45%	39.45% or more**
464 Leap Work Lounge	44.50%	45.51%	46.52% or more**
487 Cachet, 490 Move, Node, Node Health	47.53%	48.54%	49.55% or more**
Amia, Think, Reply	50.06%	50.56%	51.57% or more**
Steelcase Series 1	49.05%	50.06%	51.57% or more**
Gesture	50.06%	50.56%	51.57% or more**
Aspekt, Cura, Leela, Maibu, Mitra, Neighbor, Outlook Express, Outlook Hawthorne, Outlook Jarrah, Outlook Nikko, Outlook Sequoia, Sleste, Tava, Regard, Verge, Sonel, X-tenz, Empath, Mineral, Surround, Balance of Health	39.45%	41.47%	41.47% or more**
Cobi, I2i, Kart, Qivi	45.51%	46.52%	47.53% or more**
Max Stacker III, Balance of Steel	52.58%	53.59%	54.60% or more**
Siento, Alcove, Collaboration, Escapade, Mangle, Oriana, Snodgrass 474 Wood, Terrazo, Topaz, Balance of Wood	45.51%	47.53%	47.53% or more**
Bivi, Campfire, Crew, Jack, Jenna, Soooo, Shortcut, Uno, Unoon, Buoy, aLight, Sawyer, Balance of Turquoise	48.54%	52.58%	52.58% or more**
Coalesse Astor, Awak, Biz, Bob, Capa, Circa, Coupe, Davos, Evaneau, Hosu, Joel, Lagunitas, Massaud, Milibrae, Montara650, Passerelle, Pipple, Sidewalk, SV_1, Swathmore, Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathign, Loz, Last Minute, Emu collection, Wrapp, Less Than Five, Balance of Coalesse	45.51%	45.51%	46.52% or more**

**Attachment I
Products and Discounts (continued)**

Mag. 2018	Discount from List Price - Del & Inst %		
	\$1-\$50,000	\$50,001-\$150,000	\$150K+
Desks/Tables			
Kick Freestanding	61.67%	61.67%	61.67% or more**
Answer Freestanding, Universal Pedestals, Universal Tables	61.67%	63.19%	64.70% or more**
o-scape, FrameOne, Divisio Screens	45.51%	47.53%	50.06% or more**
Context, Post and Beam, Balance of Steelcase Steel	52.58%	53.59%	54.60% or more**
Univ Underworksurface bookcase, 900 Series Underworksurface Lateral, Universal Underworksurface Lateral, Univ Storage Laminate	57.63%	58.64%	59.65% or more**
TS Fixed Pedestals, TS Underworksurface Laterals	55.61%	57.63%	58.64% or more**
Opus, Folio, Ainsley, Davenport, Waldorf, Aspekt, Leela, Mitra, Outlook Hawthorn, Outlook Jarrah, Outlook, Sequoia, Regard, Sieste, Sorrel, Tava, Syno, Pocket, Relay Arm, Exchange, Park, Senza, Waldorf, Neighbor, Opus, Freestanding, Chart Box, Mobile Overbed	39.45%	41.47%	41.47% or more**
Tables, Balance of Health			
media-scape, Thread Floor Power, ScapeSeries, Fitwork, B Free	38.44%	39.45%	39.45% or more**
Adj Tables - Ology	47.53%	48.54%	50.56% or more**
Adj Tables - Migration	51.57%	52.08%	53.09% or more**
Verb	46.52%	49.55%	49.55% or more**
Elective Elements	47.53%	49.55%	49.55% or more**
Garland, Walden, Impact, Flexframe, Convene, Balance of Wood	45.51%	47.53%	47.53% or more**
Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Balance of Turnstone	48.54%	52.58%	52.58% or more**
Adj Tables - Series 5, Series 7, Series Bench	48.04%	48.54%	49.55% or more**
Akira & Pluner Tables, Univ Privacy Modesty Screen	45.51%	46.52%	47.53% or more**
Adj Tables - Aktouch	52.58%	56.62%	56.62% 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, Lagunkas, Millbrae, Montata650, Passerelle, Potrero415, Reunion, Sebastopol, Sidewalk, Soft Leaf, SW_1, Swtch, Train, Trees, Balance of Coalesse	45.51%	45.51%	46.52% or more**
Filing and Storage			
TS 200 Series Laterals, Overfile Cabinets, Balance of Steel	52.58%	53.59%	54.60% or more**
TS Fixed Pedestals, TS Laterals, TS Mobile Pedestals, TS Tower Too, TS Underworksurface Latera	55.61%	57.63%	58.64% 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	57.63%	58.64%	59.65% or more**
Univ Pedestals	61.67%	63.19%	64.70% or more**
Garland, Victor2, Walden, Balance of Wood	45.51%	47.53%	47.53% or more**
Currency, Payback, Bivi, Tour, Balance of Turnstone	48.54%	52.58%	52.58% or more**
Folio, Ainsley, Opus, Sonata, Davenport, Park, Senza, Waldorf, Balance of Health	39.45%	41.47%	41.47% or more**
Coalesse Denizen, Exponents, New Exponents, Host, Sidewalk	45.51%	45.51%	46.52% 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. • 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. 			

**Attachment I
Products and Discounts (continued)**

ATTACHMENT A NASPO ValuePoint - MA147 - State of Louisiana Participating Agreement Steelcase Product and Discount Summary - Drop Ship	Discount from List Price - Drop Ship %		
	\$1-\$50,000	\$50,001-\$150,000	\$150K +
May, 2018			
Systems Furniture and Accessories			
Monofilio Systems & Accessories			
Avenir, Series 9000	68.69%	71.72%	73.74% or more**
Answer, Univ Ite/Otc Bins/Shelves, Universal System Worksurfaces, Duo Storage w/ Answer	66.67%	68.19%	69.70% or more**
Kick Systems, Ts Bins & Shelves, Ts Worksurfaces	66.67%	66.67%	66.67% or more**
Standard Lighting, Utility Lighting	66.67%	66.67%	67.68% or more**
Adj Tables - Series 5	53.04%	53.54%	54.55% or more**
Frame and Tile & Accessories			
Answer, Montage, Univ Ite/Otc Bins/Shelves, Universal System Worksurfaces, Univ System Vksf-Wood, Duo Storage w/ Answer & Montage	66.67%	68.19%	69.70% or more**
Kick Systems, Ts Bins & Shelves, Ts Worksurfaces	66.67%	66.67%	66.67% or more**
Standard Lighting, Utility Lighting	66.67%	66.67%	67.68% or more**
Adj Tables - Series 5	53.04%	53.54%	54.55% or more**
Balance of Worktools Products (with some Exceptions), Privacy, Bottomline, LED Linear, LED Personal, LED Shelf, Underline	48.49%	49.50%	49.50% or more**
Seating			
Protégé, Player	58.59%	59.60%	61.62% or more**
Criterion	68.69%	68.69%	68.69% or more**
462 Leap	58.59%	59.60%	60.61% or more**
media-scape, Brody Lounge, B Free, Umami	43.44%	44.45%	44.45% or more**
464 Leap Work Lounge	49.50%	50.51%	51.52% or more**
487 Cachet, 490 Move, Node, Node Health	52.53%	53.54%	54.55% or more**
Amia, Think, Reply	55.05%	55.56%	56.57% or more**
Steelcase Series 1	54.05%	55.06%	56.57% or more**
Gesture	65.06%	55.56%	56.57% or more**
Aspekt, Cura, Leela, Maibu, Mitra, Neighbor, Outlook Express, Outlook Hawthorn, Outlook Jarrah, Outlook Nikko, Outlook Sequoia, Sleste, Tava, Regard, Verge, Sorrel, X-tenz, Empath, Mineral, Surround, Balance of Health	44.45%	46.47%	46.47% or more**
Coil, Ili, Kart, QHl	50.51%	51.52%	52.53% or more**
Max Stacker III, Balance of Steel	57.58%	58.59%	59.60% or more**
Siento, Alcove, Collaboration, Escape, Mingle, Oriana, Snodgrass 474 Wood, Terrazo, Topaz, Balance of Wood	60.51%	62.53%	62.53% or more**
Blut, Campfire, Crew, Jack, Jenni, Scoop, Shortcut, Uno, Lincoln, Buoy, aight, Sawyer, Balance of Turnstone	53.54%	57.58%	57.58% or more**
Coalesce Astor, Await, Bix, Bob, Circa, Coupe, Davos, Evaneau, Hostu, Jovi, 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, Less Than Five, Balance of Coalesce	50.51%	50.51%	51.52% or more**
Desks/Tables			
Kick Freestanding	66.67%	66.67%	66.67% or more**
Answer Freestanding, Universal Pedestals, Universal Tables	66.67%	68.19%	69.70% or more**
escape, FrameOne, Divisio Screens	50.51%	52.53%	55.06% or more**
Context, Post and Beam, Balance of Steelcase Steel	57.58%	58.59%	59.60% or more**
Univ Underworksurface bookcase, 800 Series Underworksurface Lateral, Universal Underworksurface Lateral, Univ Storage Laminate	62.63%	63.64%	64.65% or more**
TS Fixed Pedestals, TS Underworksurface Laterals	60.51%	62.53%	63.64% or more**
Opus, Folio, Airstay, Davenport, Valdori, Aspekt, Leela, Mitra, Outlook Hawthorn, Outlook Jarrah, Outlook, Sequoia, Regard, Sleste, Sorrel, Tava, Syno, Pocket, Relay Arm, Exchange, Park, Senza, Valdori, Neighbor, Opus, Freestanding, Chart Box, Mobile Overbed Tables, Balance of Health	44.45%	46.47%	46.47% or more**
media-scape, Thread Floor Power, SeapeSeries, Fitwork, B Free	43.44%	44.45%	44.45% or more**
Adj Tables - Dione	52.53%	53.54%	55.56% or more**
Adj Tables - Migration	56.57%	57.08%	58.09% or more**
Verb	51.52%	54.55%	54.55% or more**
Electric Elements	52.53%	54.55%	54.55% or more**
Garland, Vaiden, impact, Flexframe, Convenc, Balance of Wood	50.51%	52.53%	52.53% or more**
Currence, Payback, Blui, Tour, Groupwork, Campfire, Jenni, Simple, Bassline, aight, Balance of Turnstone	63.54%	57.58%	57.58% or more**
Adj Tables - Series 5, Series 7, Series Bench	53.04%	53.54%	54.55% or more**
Akira & Runner Tables, Univ Privacy Modesty Scrn	50.51%	51.52%	52.53% or more**
Adj Tables - Airtouch	57.58%	61.62%	61.62% or more**
Coalesce 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, Montara650, Passerelle, Potrero415, Reunion, Sebastopol, Sidewalk, Soft Leaf, SW_1, Switch, Train, Trees, Balance of Coalesce	50.51%	50.51%	51.52% or more**

Attachment I Products and Discounts (continued)

Mag. 2018	Discount from List Price - Drop Ship %		
	\$1-\$50,000	\$50,001-\$150,000	\$150K+
Filing and Storage			
TS 200 Series Laterals, Overfile Cabinets, Balance of Steel	57.58%	58.53%	59.60% or more**
TS Fixed Pedestals, TS Laterals, TS Mobile Pedestals, TS Tower Too, TS Underwork surface Latera	60.61%	62.63%	63.64% 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	62.63%	63.64%	64.65% or more**
Univ Pedestals	66.67%	68.19%	69.70% or more**
Garland, Victor2, Walden, Balance of Wood	50.51%	52.53%	52.53% or more**
Currency, Parback, Bivi, Tour, Balance of Turnstone	53.54%	57.58%	57.58% or more**
Folio, Ainsley, Opus, Sonata, Davenport, Park, Senza, Waldorf, Balance of Health	44.45%	46.47%	46.47% or more**
Coalesce Denizen, Exponents, New Exponents, Host, Sidewalk	50.51%	50.51%	51.52% or more**
EXCEPTIONS			
<ul style="list-style-type: none"> • Steelcase Steel and Wood Price Lists: New Products, end Accessories, end Whiteboards, Low Profile Floor, Premium Whiteboards, Privacy Walls, PW LSG Framing, QT Pro, Room Wizard 2.0, • Steelcase Worktools Price Lists: New Products. • Turnstone Price Lists: New Products • Coalesce 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. 			