

ATTACHMENT A NASPO ValuePoint - State of Alaska Contract # 2018-FURN-0006, MA147 Steelcase Product and Discount Summary			
	Discount from List Price - Drop Ship %		
August, 2019	\$1-\$50,000	\$50,001-\$150,000	\$150K +
Systems Furniture and Accessories			
Monolithic Systems & Accessories			
Avenir	68.54%	71.58%	73.61% or more**
Answer, Univ Itc/Otc Bins/Shelves, Universal System Worksurfaces, Duo Storage w/ Answer, Answer Beam, Answer	66.51%	68.03%	69.55% or more**
Kick Systems, Ts Bins & Shelves, Ts Worksurfaces	66.51%	66.51%	66.51% or more**
Standard Lighting, Utility Lighting	66.51%	66.51%	67.52% or more**
Adj Tables - Series 5	52.80%	53.31%	54.33% 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	66.51%	68.03%	69.55% or more**
Kick Systems, Ts Bins & Shelves, Ts Worksurfaces	66.51%	66.51%	66.51% or more**
Standard Lighting, Utility Lighting	66.51%	66.51%	67.52% or more**
Adj Tables - Series 5	52.80%	53.31%	54.33% or more**
Balance of Worktools Products (with some Exceptions), Privacy, Bottomline, LED Linear, LED Personal, LED Shelf, Underline	48.24%	49.25%	49.25% or more**
Seating			
Protégé, Player	58.39%	59.40%	61.43% or more**
Criterion	68.54%	68.54%	68.54% or more**
462 Leap	58.39%	59.40%	60.43% or more**
media:scape, Brody Lounge, B Free, Umami	43.16%	44.18%	44.18% or more**
464 Leap Work Lounge, SILQ Seating, Wiesner Hager Nooi, West Elm Sterling Seating (WESMDC5NA, WESMDC5WA, WESMDC4NA, WESMDC4WA), West Elm Mesa Lounge (WESMESCHLH, WESMESCHRH, WESMES2SEAT, WESMESC, WESMESO)	49.25%	50.27%	51.28% or more**
487 Cachet, 490 Move, Node, Node Health	52.30%	53.31%	54.33% or more**
Amia, Think, Reply	54.83%	55.34%	56.36% or more**
Steelcase Series 1	53.82%	54.83%	56.36% or more**
Gesture	54.83%	55.34%	56.36% 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, Embold, Balance of Health	44.18%	46.21%	46.21% or more**
Cobi, i2i, Kart, Qivi	50.27%	51.28%	52.30% or more**
Max Stacker III, Balance of Steel	57.37%	58.39%	59.40% or more**
Siento, Alcove, Collaboration, Escapade, Mingle, Oriana, Snodgrass 474 Wood, Terrazo, Topaz, Balance of Wood	50.27%	52.30%	52.30% or more**
Bivi, Campfire, Crew, Jack, Jenny, Scoop, Shortcut, Uno, Lincoln, Buoy, alight, Sawyer, Balance of Turnstone	53.31%	57.37%	57.37% 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, Sistema, Balance of Coalesse	50.27%	50.27%	51.28% or more**
Desks/Tables			
Kick Freestanding	66.51%	66.51%	66.51% or more**
Answer Freestanding, Universal Pedestals, Universal Tables	66.51%	68.03%	69.55% or more**
c:scape, FrameOne, Divisio Screens	50.27%	52.30%	54.83% or more**
Context, Post and Beam, Balance of Steelcase Steel	57.37%	58.39%	59.40% or more**
Univ Underworksurface bookcase, 900 Series Underworksurface Lateral, Universal Underworksurface Lateral, Univ Storage Laminate	62.45%	63.46%	64.48% or more**
TS Fixed Pedestals, TS Underworksurface Laterals	60.42%	62.45%	63.46% 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, Convey, Balance of Health	44.18%	46.21%	46.21% or more**
media:scape, Thread Floor Power, ScapeSeries, Fitwork, B Free, Premium Whiteboard, Sans, Flow, Motif	43.16%	44.18%	44.18% or more**
Adj Tables - Ology, Ology Bench, FLEX, FLEX HAD	52.30%	53.31%	55.34% or more**
Adj Tables - Migration, Migration SE Desk	56.36%	56.86%	57.88% or more**
Verb	51.28%	54.33%	54.33% or more**
Elective Elements	52.30%	54.33%	54.33% or more**
Garland, Walden, Impact, Flexframe, Convene, Mackinac, West Elm Greenpoint, Balance of Wood	50.27%	52.30%	52.30% or more**
Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Verlay, Balance of Turnstone	53.31%	57.37%	57.37% or more**
Adj Tables - Series 5, Series 7, Series Bench	52.80%	53.31%	54.33% or more**
Akira & Runner Tables, Univ Privacy Modesty Scrn, Sarto Privacy Screen	50.27%	51.28%	52.30% or more**
Adj Tables - Airtouch	57.37%	61.43%	61.43% 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	50.27%	50.27%	51.28% or more**
Filing and Storage			
TS 200 Series Laterals, Overfile Cabinets, Balance of Steel	57.37%	58.39%	59.40% or more**
Ts Fixed Pedestals, TS Laterals, Ts Mobile Pedestals, Ts Tower Too, Ts Underworksurface Latera, TS Large Storage Cabinets	60.42%	62.45%	63.46% 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	62.45%	63.46%	64.48% or more**
Univ Pedestals	66.51%	68.03%	69.55% or more**
Garland, Victor2, Walden, West Elm Greenpoint, Balance of Wood	50.27%	52.30%	52.30% or more**
Currency, Payback, Bivi, Tour, Balance of Turnstone	53.31%	57.37%	57.37% or more**
Folio, Ainsley, Opus, Sonata, Davenport, Park, Senza, Waldorf, Convey, Balance of Health	44.18%	46.21%	46.21% or more**
Coalesse Denizen, Exponents, New Exponents, Host, Sidewalk	50.27%	50.27%	51.28% or more**
EXCEPTIONS • 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 Workplace Advisor, Subscription & Services, Technology Upgrades, V.I.A. • 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 • 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.			