

| ATTACHMENT A<br>NASPO ValuePoint - State of Montana Contract # MA147<br>Steelcase Product and Discount Summary  |  |                    |                  |
|---|--|--------------------|------------------|
|   | Discount from List Price - Drop Ship % |                    |                  |
| September 2019  | \$1-\$50,000                           | \$50,001-\$150,000 | \$150K +         |
| <b>Systems Furniture and Accessories</b>  |  |                    |                  |
| 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 Fence  | 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** |
| <b>Seating</b>  |  |                    |                  |
| 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 LoungeSILQ 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** |
| <b>Desks/Tables</b>   |  |                    |                  |
| 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** |
| <b>Filing and Storage</b>   |  |                    |                  |
| 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** |
| <b>EXCEPTIONS</b>   |  |                    |                  |
| <ul style="list-style-type: none"> <li>Steelcase Steel and Wood Price Lists: New Products, eno Accessories, eno Whiteboards, Low Profile Floor, PW LSG Framing, QT Pro, Room Wizard 2.0, Space Analytics, STC Workplace Advisor, Subscription &amp; Services, Technology Upgrades, V.I.A.</li> <li>Steelcase Worktools Price Lists: New Products.</li> <li>Turnstone Price Lists: New Products</li> <li>Coalesse Price Lists: New Products, Arzu, Carl Hansen</li> <li>Steelcase Health Price Lists: New Products.</li> </ul> |  |                    |                  |
| <b>OTHER</b>  |  |                    |                  |
| <ul style="list-style-type: none"> <li>Only orders from Steelcase Steel, Steelcase Wood, and Steelcase Worktools Price Lists may be combined for the purpose of defining order size.</li> <li>Terms and Conditions for the delivery and installation of architectural products will be negotiated on a project-by-project basis.</li> </ul>   |  |                    |                  |