

ATTACHMENT A			
NASPO ValuePoint - RC17020 - State of North Dakota			
Steelcase Product and Discount Summary			
	Discount from List Price - Drop Ship %		
	\$1-\$50,000	\$50,001-\$150,000	\$150K +
November 2019			
Systems Furniture and Accessories			
Monolithic Systems & Accessories			
Avenir	69.00%	72.00%	74% or more**
Answer, Answer Beam, Answer Fence, 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**
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**
Balance of Worktools Products (with some Exceptions), Privacy, Bottomline, LED Linear, LED Personal, LED Shelf, Underline	49.00%	50.00%	50% or more**
Sarto Privacy Screen	51.00%	52.00%	53% or more**
Seating			
Not Available			
Desks/Tables			
Kick Freestanding	67.00%	67.00%	67% or more**
Answer Freestanding, Universal Pedestals,	67.00%	68.50%	70% or more**
c:scape, FrameOne, Divisio Screens	51.00%	53.00%	55.5% or more**
Context, Balance of Steelcase Steel	58.00%	59.00%	60% or more**
Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral, Univ Storage Laminate	63.00%	64.00%	65% or more**
TS Fixed Pedestals, TS Underworkesurface Laterals, TS Large Storage Cabinets	61.00%	63.00%	64% or more**
Thread Floor Power, Fitwork,	44.00%	45.00%	45% or more**
Adj Tables - Ology, Ology Bench, Flex Height Adjustable	53.00%	54.00%	56% or more**
Adj Tables - Migration, Migration SE	57.00%	57.50%	58.5% or more**
Campfire Privacy Screens	54.00%	58.00%	58% or more**
Adj Tables - Series Bench	53.50%	54.00%	55% or more**
Univ Privacy Modesty Scrn	51.00%	52.00%	53% or more**
Adj Tables - Airtouch	58.00%	62.00%	62% 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 Underworkesurface Lateral	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	63.00%	64.00%	65% or more**
Laterals, Universal Laterals, Univ Storage Laminate, High Density Storage			
Univ Pedestals	67.00%	68.50%	70% or more**
EXCEPTIONS - These items are not included on the State of North Dakota contract.			
• 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, Leap Worklounge and Ottoman.			
• Steelcase Worktools Price Lists: New Products.			
• Turnstone Price Lists: New Products			
• 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.			