

		State of Florida Contract # 425-001-12-1	List Value	Tier	State of Florida Discount off List (with Admin Fee)
SIN	Product/Purchase Price				

State of Florida - BALANCE OF LINE PRODUCTS
BALANCE OF LINE PRODUCTS (Non-GSA)
CDA #06Z00281
PL184

	Wood Products: Impact	\$1 - \$200,000	1st Tier	56.75%
	Wood Balance of Line: Sawyer	\$1 - \$200,000	1st Tier	55.25%
	Static Products (Premium Whiteboards): Static-110 Series, Static-555 Series, Static-Access, Static-Companion Products, Static-Denska, Static-Edge, Static-Freeflow, Static-Huddleboard, Static-Senti, Static-Session	\$1 and up	1st Tier	49.16%
	Eno : Whiteboards & Accessories	\$1 - \$28,000 \$28,001-\$108,000 \$108,001 and up	1st Tier 2nd Tier 3rd Tier	45.18% 46.17% 47.16%
	Steelcase : Qt Pro, Low Profile Floor, V.I.A.	\$1 - \$200,000	1st Tier	55.25%
	Turnstone Balance of Line : Al La Carte, Alight, Lincoln	\$1 - \$200,000	1st Tier	54.14%
	Coalesse Balance of Line : Capa Seating, Carl Hansen Seating/Tables, Cg_1, Denizen Live/Work, Eveneau Lounge, Free Stand, Holy Day Lounge/Tables, Vecta Electrical, Sebastopol, Thoughtful Lounge, Wrapp	\$1 - \$300,000	1st Tier	50.15%
	Turnstone Balance of Line : Shortcut	\$1 - \$200,000	1st Tier	52.15%
	Coalesse Balance of Line : Massaud Collection	\$1 - \$300,000	1st Tier	50.15%
	Steelcase : Volley Flat Panel Arms	\$1 - \$200,000	1st Tier	52.23%
	Steelcase : Migration	\$1 - \$200,000	1st Tier	55.25%

BALANCE OF LINE PRODUCTS (Non-GSA)
CDA #06Z00281
PL186

SIN	Product/Purchase Price	List Value	Tier	State of Florida Discount off List (with Admin Fee)
	Polyvision by DesignTex : Sans, Flow	\$1 - \$28,000 \$28,001-\$108,000 \$1 08,001 and up	1st Tier 2nd Tier 3rd Tier	45.18% 46.18% 47.16%
	Steelcase : SILQ Seating	\$1 - \$200,000	1st Tier	54.14%

BALANCE OF LINE PRODUCTS (Non-GSA)
CDA #06Z00281
PL188

SIN	Product/Purchase Price	List Value	Tier	State of Florida Discount off List (with Admin Fee)
	Steelcase Health : Convey	\$0 - \$204,918	1st Tier	51.92%

BALANCE OF LINE PRODUCTS (Non-GSA)
CDA #06Z00281
PL190

SIN	Product/Purchase Price	List Value	Tier	State of Florida Discount off List (with Admin Fee)
	Steelcase : Migration SE Desk	\$0 - \$1,277,139	1st Tier	60.47%

INSTALLATION COSTS:

Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

SPACE PLANNING COSTS:

\$55.55 / HOUR

SHIPPING / DELIVERY COSTS:

Drop Ship: All products F.O.B. Destination, drop ship directly by the manufacturer. Items delivered to the ordering agency shall be unloaded by the delivering carrier and placed on the agency's loading dock. If there is no loading dock, items shall be unloaded by the delivering carrier and placed in a space adjacent to the carrier's vehicle at the delivery location.

Delivered Not-Installed: All products F.O.B. Destination, drop ship. \$15 additional for unloading by the delivering carrier and placed on the agency's loading dock.

If there is no loading dock, items shall be unloaded by the delivering carrier and placed in a space immediately adjacent to the carrier's vehicle at the delivery location.

Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. \$50 for the first five hundred (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged additional for orders specifying inside (non-installed) delivery, items shall be unloaded and delivered, in the shipping carton, to the ordering agency by the delivering carrier and placed inside the door on the first or ground level floor of the building.