

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Avenir, Series 9000, Context		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 327,868	69.27%	69.27%	Compliant
\$ 327,869 - \$ 1,454,546	72.29%	72.29%	Compliant
\$ 1,454,547 - \$ 1,960,784	74.31%	74.31%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must</u> be noted on this form <u>OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Answer Systems Furniture, Universal Bins & Shelves, Universal Pedestals, Universal Worksurfaces, Internode		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 331,345	70.60%	70.60%	Compliant
\$ 331,346 - \$ 1,379,310	71.79%	71.79%	Compliant
\$ 1,379,311 - \$ 1,851,852	73.81%	73.81%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
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2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
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425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Montage		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 324,149	69.42%	69.42%	Compliant
\$ 324,150 - \$ 795,652	71.54%	71.54%	Compliant
\$ 795,653 - \$ 1,869,158	73.55%	73.55%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
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425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Turnstone		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Kick, Kick Frstd Caseg, Ts Bins & Shelves, Ts Worksurfaces		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 324,675	69.47%	69.47%	Compliant
\$ 324,676 - \$ 1,337,793	70.38%	70.38%	Compliant
\$ 1,337,794 - \$ 1,818,181	72.80%	72.80%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
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2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must</u> be noted on this form <u>OR</u> the State expects that there are no charges.			
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425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Turnstone		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Ts Fixed Pedestals, Ts Mobile Pedestals, Ts Tower Too, Ts Underworksurface Laterals, TS Laterals		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 303,030	66.75%	66.75%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
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425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Post & Beam, Duo Storage		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 285,715	65.24%	65.24%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
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3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
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425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Details		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	LT2 Light (Details Underbin Task Light)		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$50,000	57.18%	57.18%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
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Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
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3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
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425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Details
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Airtouch

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 331,345	70.10%	70.10%	Compliant
\$ 331,346 - \$ 1,379,310	71.29%	71.29%	Compliant
\$ 1,379,311 - \$ 1,851,852	73.30%	73.30%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

- Section 6.1. Notes:**
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 - 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 - 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 - 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount
- Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Privacy Walls

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - 506,329	60.20%	60.20%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
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 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.1. Notes:

1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.

2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.

3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount

4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Bottomline / Underline, LED Shelft Light, LED Personal Light

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 50,000	57.18%	57.18%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exeeding shall be charged for additional 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.
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.1. Notes:

1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.

2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.

3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount

4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Coalesse
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Detour

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 666,666	55.17%	55.17%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

- Section 6.1. Notes:**
- 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 - 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 - 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 - 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount
- Any additional charges or fees must be noted on this form OR the State expects that there are no charges.**

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Elective Elements

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 250,000	60.96%	60.96%	Compliant
\$ 250,001 - \$ 500,000	62.97%	62.97%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.1. Notes:
 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Turnstone
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Currency

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 246,305	59.60%	59.60%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

- Section 6.1. Notes:**
- 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 - 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 - 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 - 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Turnstone
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Turnstone Payback (desks, credenzas), Groupwork, Smoke

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 256,410	60.71%	60.71%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.1. Notes:
 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount
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PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Coalesse
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Coalesse Computer Tables: Runner TR & Electrical Accessories

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 1,111,111	54.66%	54.66%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

- Section 6.1. Notes:**
- 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 - 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 - 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 - 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount
- Any additional charges or fees must be noted on this form OR the State expects that there are no charges.**

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Details		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Details FYI Series Arm, Stella Keyboard ONLY		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$52,760	59.45%	59.45%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must</u> be noted on this form <u>OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Details
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Details Products (balance of line - including Soto Ii Worktools and Soto Worktools)

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 50,000	57.18%	57.18%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
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 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

- Section 6.1. Notes:**
- 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 - 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 - 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 - 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount
- Any additional charges or fees must be noted on this form OR the State expects that there are no charges.**

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Details
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Details Adj-Tables Series 5 & Series 7

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 50,000	60.20%	60.20%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

- Section 6.1. Notes:**
- 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 - 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 - 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 - 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Ellipse		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 322,580	69.27%	69.27%	Compliant
\$ 322,581 - \$ 1,333,333	70.28%	70.28%	Compliant
\$ 1,333,334 - \$ 1,818,181	72.80%	72.80%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Turnstone
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Tour

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 242,601	58.97%	58.97%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

- Section 6.1. Notes:**
- 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 - 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 - 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 - 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Nurture
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Sync and Sonata

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 430,756	53.22%	53.22%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

- Section 6.1. Notes:**
- 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 - 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 - 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 - 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount
- Any additional charges or fees must be noted on this form OR the State expects that there are no charges.**

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	C:Scape: Divisio Screens		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$225,581	56.17%	56.17%	Compliant
\$225,582 - \$500,000	58.19%	58.19%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must</u> be noted on this form <u>OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Frameone, Frameone w/ Media:scape		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$242,425	58.44%	58.44%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must</u> be noted on this form <u>OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Universal Storage (Steel and Laminate): bookcases, combination cabinets, laterals, storage cabinets, towers, wardrobe cabinets workstation vert. (bins, shelves, pedestals & worksurfaces listed on Answer category). 200 series Laterals, 800/900 Laterals, 900 Overfiles, High Density Storage		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 801,948	68.97%	68.97%	Compliant
\$ 801,949 - \$ 1,551,724	70.78%	70.78%	Compliant
\$ 1,551,725 - \$ 1,886,792	73.30%	73.30%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	High Density Storage		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 823,333	69.78%	69.78%	Compliant
\$ 823,334 - \$1,595,745	71.59%	71.59%	Compliant
\$ 1,595,746-\$1,945,525	74.11%	74.11%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Norfolk II, Arbor Square, Walden, Garland, Flexframe, Victor2

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 789,473	61.72%	61.72%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

- Section 6.1. Notes:**
- 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 - 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 - 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 - 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelease Inc.		
Respondent's Brand Name:	Coalesse		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Coalesse Tables: Avon, Booth, Donovan, Ginger, Sidewalk, Swathmore, Calm Table, Enea Café Table, & Stilleto Tables, Sw_1 Tables; Akira, Au Lait, Ballet, Disc, E-Table 2, Ginko Biloba, Host, Reunion, Rizzi Arc, Runner (plug and play), Train Tables; Teamwork Tables; Diekman Tables, Lagunitis Tables, Millbrae Tables, Passerelle Tables, SW_1 Tables, Montara650 Tables Nurture: Sieste, Malibu Tables		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 666,666	54.66%	54.66%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Convене, Verlay

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 270,270	63.23%	63.23%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exeeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

- Section 6.1. Notes:**
- 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 - 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 - 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 - 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount
- Any additional charges or fees must be noted on this form OR the State expects that there are no charges.**

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	8500 Series Tables

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 327,868	69.27%	69.27%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.1. Notes:

1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.

2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.

3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount

4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Media:Scape Lounge, Table and Mobile

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 202,020	50.63%	50.63%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.1. Notes:
 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Coalesse		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Await		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$231,481	56.48%	56.48%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must</u> be noted on this form <u>OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Nurture		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Tava, Leela		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$204,918	50.83%	50.83%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must</u> be noted on this form <u>OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Nurture
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Verge and Exchange

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 206,910	51.31%	51.31%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

- Section 6.1. Notes:**
- 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 - 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 - 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 - 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Coalesse		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Coalesse Lounge Seating: Astor (318, 318-A), Herren, Ripple, Swathmore; Archipelago Seating: Coalesse Seating Barrymore, Kathryn, LaCosta, Maestro, Chord, Coupe, Bindu, Bix, Enea, Enea Stacker (with arms/armless), Joe Lounge, Enea Lottus Seating, Enea Lottus Tables, Vecta Seating: 4 O'Clock, Kart, Kart Stackers, X Stack; Vecta Seating: 4 O'Clock, Indy, Kart, kart Stackers, X Stack, Bob, Topo, Enea Lottus (sled base stools and Post Base Stools), Club Seating, Circa, Sidewalk, Davos Lounge and Benches, Exponents, Hosu Seating, Lagunitis Lounge Seating, Last Minute Stools, Lox Seating, Millbrae Lounge Seating, Passerelle Lounge Seating, Switch Seating, SW_1 Seating, Together Bench Seating, Visalia Lounge Seating, Montara650 Seating, Neighborhood Seating		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 444,444	54.66%	54.66%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Nurture		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Sieste Seating (Includes Lounge, Bench, Recliner or Sleeper Models); Malibu, Malibu Too, Sieste Seating (Includes Tandem, Tandem Bench, Patient, Bariatric or Ganging Table Models); Circa		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 444,444	54.66%	54.66%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Turnstone		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Jenny		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 491,159	59.48%	59.48%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Nurture		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Mitra Recliners, Mineral Recliners, Xtenz, Aspekt, Mitra, R2 Series, Sorrel, Empath Recliner Seating, Outlook Chairs (2700 Series), Flex, Amaris, Asana, Loria, Hallmark		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 442,118	54.76%	54.76%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
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425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Nurture		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Cura, Sine		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 443,459	54.56%	54.56%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
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3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
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425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Steel Seating: 433 Protege, 453 Criterion, 463 Ally, 472 Max Stacker, 473 Max Stacker II, 474 Snodgrass, 475 Player		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 666,666	69.78%	69.78%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
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2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
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425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	462 Leap		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 615,574	67.27%	67.27%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
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425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Think Seating & Think Stool		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 509,554	61.72%	61.72%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
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425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Amia Seating		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 486,619	60.61%	60.61%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
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425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Cobi		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 469,484	57.58%	57.58%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
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PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Reply

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$518,135	61.11%	61.11%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
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Section 6.1. Notes:

1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.

2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.

3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount

4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

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425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	i2i		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 453,515	56.07%	56.07%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
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2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
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PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Cachet		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 493,828	59.70%	59.70%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Wood Seating: Alcove, Collaboration, Escapade, England, Gentry, Mansfield, Orianna, Terrazzo, Theorum, Topaz, Mingle, Deck		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 506,329	60.20%	60.20%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Move		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 465,116	57.18%	57.18%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Siento		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 470,588	55.67%	55.67%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Turnstone		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Crew, Jacket, Jack, Scoop Seating, Uno		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 491,159	59.48%	59.48%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Jersey Seating		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 555,555	64.23%	64.23%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Nurture		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Opus, Folio, Nurture Pocket (style #s HP2225FB, HP2225FC, HP2322FB, HP1822FB, HP18221FB, HPSCANNER, HPSCANNER4, HPCUP, HPCUP4), Mobile Overbed Tables		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 204,918	50.83%	50.83%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Nurture		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Emu		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$423,280	52.75%	52.75%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be</u> noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Details		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Details Walk Station		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$50,000	57.18%	57.18%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be</u> noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Nurture		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Ainsley, Park, Senza,Waldorf, Davenport, Viridian, Leela, Nurture Relay Arm		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - 204,918	50.83%	50.83%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Room Wizard 2.0		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$198,530	50.13%	50.13%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Verb		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$459,770	58.69%	58.69%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be</u> noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Node, (Node Health) Node With ShareSurface		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$495,049	59.30%	59.30%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be</u> noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Gesture		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 200,000	60.05%	60.05%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Regard		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 200,000	50.83%	50.83%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Brody Lounge		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 200,000	52.14%	52.14%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Thread Ultra-Thin Power		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 200,000	52.65%	52.65%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Buoy		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 248,633	59.48%	59.48%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Campfire		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 497,266	59.48%	59.48%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Ology

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1-\$1,277,139	60.56%	60.56%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

- Section 6.1. Notes:**
- 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 - 2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 - 3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 - 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Bivi		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 497,266	59.48%	59.48%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Max Stacker III

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 547,945	63.23%	63.23%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

- Section 6.1. Notes:**
- 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 - 2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 - 3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 - 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Steelcase Seating - QiVi		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1-\$476,190	57.69%	57.69%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be</u> noted on this form <u>OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files

Price Sheet

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	LED Radial Desktop lgihts

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1-\$50,588	57.18%	57.18%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labled accordingly.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
 Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exeeding shall be charged for additional 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.
 Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.1. Notes:
 1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.
 2 - GSA Discount (##. ## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.
 3 - State of Florida Discount Offered (##. ## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount
 4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount
Any additional charges or fees must be noted on this form OR the State expects that there are no charges.
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Steelcase Series 1		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 474,496	57.53%	57.53%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Umami Lounge Seating		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 425,532	52.65%	52.65%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Surround, Embold		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 204,918	50.83%	50.83%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	B Free - Seating, B Free - Furniture		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 444,444	54.66%	54.66%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Wiesner Hanger Nooi		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 444,444	52.65%	52.65%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Sarto Screen		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 476,191	57.69%	57.69%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Flex, Flex Had		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 638,570	60.56%	60.56%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
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425-001-12-1, Office Furniture and Files			
Price Sheet			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Mackinac		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$ 1 - \$ 609,756	58.69%	58.69%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be noted on this form OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet - Balance of Line			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase (Balance of Line - Non GSA)		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Wood Casegoods products - Dearborn Casegoods, Impact		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$200,000	N/A	56.75%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be</u> noted on this form OR the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files

Price Sheet - Balance of Line

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase (Balance of Line - Non GSA)
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Wood Seating products - Sawyer

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$200,000	N/A	55.25%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.I. Notes:

1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.

2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.

3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount

4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files			
Price Sheet - Balance of Line			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase (Balance of Line - Non GSA)		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Static Products (Premium Whiteboards): 110, 555, Access, Companion, Edge, Freeflow, Huddleboard, Senti, Session		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 +	N/A	49.16%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.I. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be</u> noted on this form <u>OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files			
Price Sheet - Balance of Line			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase (Balance of Line - Non GSA)		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Eno Whiteboards & Accessories		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$28,000	N/A	45.18%	Compliant
\$28,001 - \$108,000	N/A	46.17%	Compliant
\$108,001 and up	N/A	47.16%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.I. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be</u> noted on this form <u>OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files

Price Sheet - Balance of Line

Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase (Balance of Line - Non GSA)		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Arch Products - Low Profile Floor, Qt Pro, V.I.A.		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$200,000	N/A	55.25%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.I. Notes:

1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.

2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.

3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount

4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet - Balance of Line

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Turnstone (Balance of Line - Non GSA)
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Turnstone Products & Seating - A La Carte, Alight, Buoy, Campfire, Lincoln, Ts Domino Chair

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$200,000	N/A	54.14%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.I. Notes:

1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.

2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.

3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount

4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files			
Price Sheet - Balance of Line			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Coalesse (Balance of Line - Non GSA)		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Coalesse - Capa Seating, Carl Hansen Seating/Tables, Cg_1, Coalesse Accessories, Denizen Live/Work, Eveneau Lounge, Free Stand, Holy Day Lounge/Tables, Vecta Electrical, Pasio Lounge, Rocky Seating, Sebastopol, Thoughtful Lounge, Topo Deskling, Wrapp		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$300,000	N/A	50.15%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.1. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must</u> be noted on this form <u>OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files

Price Sheet - Balance of Line

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase (Balance of Line - Non GSA)
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	Shortcut

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$200,000	N/A	\$2.15%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.I. Notes:

1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.

2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.

3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount

4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet - Balance of Line

Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase (Balance of Line - Non GSA)		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Massaud Collection		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$300,000	N/A	50.15%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.I. Notes:

1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.

2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.

3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount

4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files			
Price Sheet - Balance of Line			
Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase (Balance of Line - Non GSA)		
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020		
Series Bid: Each series shall be listed separately by name and/or number.	Migration		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$200,000	N/A	55.25%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
Additional Quantity Discounts:			
N/A			
Balance-of-Line Price/Products (if applicable):			
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.			
Installation:			
Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Space Planning / Design Fees:			
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.			
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.			
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.			
Section 6.I. Notes:			
1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.			
2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.			
3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount			
4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount			
Any additional charges or fees <u>must be</u> noted on this form <u>OR</u> the State expects that there are no charges.			
PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.			

425-001-12-1, Office Furniture and Files

Price Sheet - Balance of Line

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase (Balance of Line - Non GSA)
Price List Name / Number / Date (be specific):	Price List 184, effective January 13, 2020
Series Bid: Each series shall be listed separately by name and/or number.	LED Desktop, Lighting – Elsa, Lighting – Pisa, Lighting – PT Collection, Volley Flat Panel Arms, Computer Support tools-lap

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 +200,000	N/A	\$2.23%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.I. Notes:

1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.

2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.

3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount

4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet - Balance of Line

Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase (Balance of Line - Non GSA)		
Price List Name / Number / Date (be specific):	Price list PL186, effective February 19, 2018		
Series Bid: Each series shall be listed separately by name and/or number.	SILQ Seating		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$200,000	N/A	54.14%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.I. Notes:

1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.

2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.

3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount

4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet - Balance of Line

Respondent's Name:	Steelcase Inc.
Respondent's Brand Name:	Steelcase (Balance of Line - Non GSA)
Price List Name / Number / Date (be specific):	Price list PL186, effective February 19, 2018
Series Bid: Each series shall be listed separately by name and/or number.	Polyvision by Designtex : Sans, Flow

Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$28,000	N/A	45.18%	Compliant
\$28,001 - \$108,000	N/A	46.17%	Compliant
\$108,001 and up	N/A	47.16%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.I. Notes:

1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.

2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.

3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount

4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

Any additional charges or fees must be noted on this form OR the State expects that there are no charges.

PLEASE DUPLICATE ON ADDITIONAL TABS IF NEEDED.

425-001-12-1, Office Furniture and Files

Price Sheet - Balance of Line

Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase (Balance of Line - Non GSA)		
Price List Name / Number / Date (be specific):	Price list PL188, effective June 18, 2018		
Series Bid: Each series shall be listed separately by name and/or number.	Convey		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1 - \$204,918	N/A	51.92%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Delivered Not-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$15 additional for the 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
Installed Delivery: Will be negotiated by the Agency with the servicing dealer on a job-per-job basis.

Section 6.I. Notes:

1 - Quantity Discount Tiers: Enter the list quantity discount tiers as approved in your GSA Contract.

2 - GSA Discount (##.## %): Enter the GSA Discount including Industrial Funding Fee. Percentages provided in the template form are examples and can be replaced with your contract discount information.

3 - State of Florida Discount Offered (##.## %): Enter the State of Florida Discount offered including Transaction Fee (Fixed Discount). See Section 5.10 Price/Discount

4 - State of Florida Offer Status: For each Discount Tier, enter the State of Florida Discount offered (including Transaction Fee). The discount must be no less than 0.25% below the GSA Discount including Industrial Funding Fee. Compliance / Non-Compliance status will be automatically calculated and displayed. See Section 5.10 Price/Discount

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425-001-12-1, Office Furniture and Files

Price Sheet - Balance of Line

Respondent's Name:	Steelcase Inc.		
Respondent's Brand Name:	Steelcase (Balance of Line - Non GSA)		
Price List Name / Number / Date (be specific):	Price list PL190, effective April 15, 2019		
Series Bid: Each series shall be listed separately by name and/or number.	Migration SE Desk		
Quantity Discount Tiers ¹	GSA Discount ² (##.##%)	State of Florida Discount Offered ³ (##.##%)	State of Florida Offer Status ⁴
\$1-\$1,277,139	N/A	60.47%	Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant
			Compliant

Additional Quantity Discounts:
N/A

Balance-of-Line Price/Products (if applicable):
Balance of Line products and associated pricing / discounts will be shown on dedicated Price Sheets and labeled accordingly. All product lines being offered as "Balance of Line" are on the relevant price list at time of addition. These are products not currently part of the Steelcase GSA contract and is offered as Balance of Line.

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

Space Planning / Design Fees:
\$55.55 per 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 delivery carrier and placed in a space immediately adjacent to the carriers vehicle at delivery location.
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Inside Delivery, Non-Installed: All products F.O.B. Destination, drop ship. All products will be brought to the tailgate of the trailer. \$50 for the first five (500) pounds and \$100 per one hundred (100) pounds exceeding shall be charged for additional 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.
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Section 6.I. Notes:

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