

Kevin Lander

**MINNESOTA NASPO VALUEPOINT
PARTICIPATING ADDENDUM WITH STEELCASE INC.**

AMENDMENT NO. 2 TO MASTER MA147, MN CONTRACT NO. 141112, RELEASE NO. F-379(5)

THIS AMENDMENT is by and between the State of Minnesota, acting through its commissioner of Administration ("State"), in cooperation with NASPO ValuePoint and Steelcase Inc., 901 44th Street, Grand Rapids, MI 49508 ("Contract Vendor").

WHEREAS, the State has a Contract with the Contract Vendor identified as Contract No. 141112, August 22, 2018 through January 21, 2023 ("Contract"), to provide Furniture: Seating, Systems, Office and Related Services; and

WHEREAS, Minn. Stat. § 16C.03, subd. 5, affords the commissioner of Administration, or delegate pursuant to Minn. Stat. § 16C.03, subd. 16, the authority to amend contracts; and

WHEREAS, the terms of the Contract allow the State to amend the Contract as specified herein, upon the mutual agreement of the Office of State Procurement and the Contract Vendor in a fully executed amendment to the Contract.

NOW, THEREFORE, it is agreed by the parties to amend the Contract as follows:

1. That State of Minnesota Contract No. 141112 is amended to include NASPO ValuePoint MA147, Amendment No. 2 for the following:

A) To add new products:

- Answer Beam, Answer Fence at Tier 1 at 66.84%, Tier 2 at 68.34%, Tier 3 at 69.85%;
- SILQ Seating, Weisner Hager Nooi, West Elm Sterling Seating and West Elm Mesa Lounge at Tier 1 at 49.75%, Tier 2 at 50.76%, Tier 3 at 51.76%;
- Embold and Convey at Tier 1 at 44.73%, Tier 2 at 46.74%, Tier 3 at 46.74%;
- Sistema at Tier 1 at 50.76%, Tier 2 at 50.76%, Tier 3 at 51.76%;
- Premium Whiteboard, Sans, Flow, Motif at Tier 1 at 43.72%, Tier 2 at 44.73%, Tier 3 at 44.73%;
- Ology Bench, Flex, Flex Hat at Tier 1 at 52.77%, Tier 2 at 53.77%, Tier 3 at 55.78%;
- Migration SE Desk at Tier 1 at 56.79%, Tier 2 at 57.29%, Tier 3 at 58.29%;
- Mackinac and West Elm Greenpoint at Tier 1 at 50.76%, Tier 2 at 52.77%, Tier 3 at 52.77%;
- Verlay at 53.77%, Tier 2 at 57.79%, Tier 3 at 57.79%;
- Sarto Privacy Screen at 50.76%, Tier 2 at 51.76%, Tier 3 at 52.77%;
- TS Large Storage Cabinets at 60.81%, Tier 2 at 62.82%, Tier 3 at 63.82%.

B) Cull Products: Series 9000

2. All other prices, terms, and conditions remain unchanged.

This Amendment is effective upon the date that the final required signatures are obtained, whichever occurs later, and shall remain in effect through contract expiration, or until the Contract is canceled, whichever occurs first. Except as herein amended, the provisions of the Contract between the parties hereto are expressly reaffirmed and remain in full force and effect.

IN WITNESS WHEREOF, the parties have caused this Amendment to be duly executed intending to be bound thereby.

1. STEELCASE, INC.

The Contractor certifies that the appropriate person(s) have executed this Amendment on behalf of the Contractor as required by applicable articles, bylaws, resolutions, or ordinances.

By: [Signature]
Signature

Eddy Schmitt

Printed Name

Title: Senior Vice President, Americas

Date: By: [Signature]
Signature

Printed Name

EDDY SCHMITT

Title: SVP AMERICAS

Date: Oct 7, 2019

2. OFFICE OF STATE PROCUREMENT

In accordance with Minn. Stat. § 16C.03, subd. 3.

By: [Signature]

Title: Acquisition Management Specialist / Buyer

Date: 10/8/19

3. COMMISSIONER OF ADMINISTRATION

Or delegated representative.

By: Kia Xiong

Date: 10/8/2019

ATTACHMENT D
 NASPO ValuePoint - MA147, State of Minnesota Participating Addendum 141112
 Steelcase Product and Discount Summary

September 2019	Discount from List Price - Drop Ship %		
	\$1-\$50,000	\$50,001-\$150,000	\$150K +
Systems Furniture and Accessories			
Monolithic Systems & Accessories			
Answer	68.85%	71.86%	73.87% or more**
Answer, Univ Itc/Otc Bins/Shelves, Universal System Worksurfaces, Duo Storage w/ Answer, Answer Beam, Answer Fence	66.84%	68.34%	69.85% or more**
Kick Systems, Ts Bins & Shelves, Ts Worksurfaces	66.84%	66.84%	66.84% or more**
Standard Lighting, Utility Lighting	66.84%	66.84%	67.84% or more**
Adj Tables - Series 5	53.27%	53.77%	54.78% or more**
Frame and Tile & Accessories			
Answer, Montage, Univ Itc/Otc Bins/Shelves, Universal System Worksurfaces, Univ System Wksf-Wood, Duo Storage w/ Answer & Montage	66.84%	68.34%	69.85% or more**
Kick Systems, Ts Bins & Shelves, Ts Worksurfaces	66.84%	66.84%	66.84% or more**
Standard Lighting, Utility Lighting	66.84%	66.84%	67.84% or more**
Adj Tables - Series 5	53.27%	53.77%	54.78% or more**
Balance of Worktools Products (with some Exceptions), Privacy, Bottomline, LED Linear, LED Personal, LED Shelf, Underline	48.75%	49.75%	49.75% or more**
Seating			
Protégé, Player	58.80%	59.80%	61.81% or more**
Criterion	68.85%	68.85%	68.85% or more**
462 Leap	58.80%	59.80%	60.81% or more**
media:scape, Brody Lounge, B Free, Umami	43.72%	44.73%	44.73% or more**
464 Leap Work Lounge/SILO Seating, Wiesner Hager Nooi, West Elm Sterling Seating (WESMDC3NA, WESMDC5WA, WESMDC4NA, WESMDC4WA), West Elm Mesa Lounge (WESMESCHLH, WESMESCHRH, WESMES2SEAT, WESMESC, WESMESO)	49.75%	50.76%	51.76% or more**
487 Cachet, 490 Move, Node, Node Health	52.77%	53.77%	54.78% or more**
Amlia, Think, Reply	55.28%	55.78%	56.79% or more**
Steelcase Series 1	54.27%	55.28%	56.79% or more**
Gesture	55.28%	55.78%	56.79% or more**
Aspekt, Cura, Leela, Malibu, Mitra, Neighbor, Outlook Express, Outlook Hawthorne, Outlook Jarrah, Outlook Nikko, Outlook Sequoia, Siesta, Tava, Regard, Verge, Sorrel, X-Tenz, Synpath, Mineral, Surround, Embold, Balance of Health	44.73%	46.74%	46.74% or more**
Max Stacker III, Balance of Steel	50.76%	51.76%	52.77% or more**
Slanto, Alcove, Collaboration, Escapade, Mingle, Oriana, Snodgrass 474 Wood, Terrazo, Topaz, Balance of Wood	50.76%	52.77%	52.77% or more**
Bivi, Campfire, Crew, Jack, Jenny, Scoop, Shortcut, Uno, Lincoln, Buoy, alight, Sawyer, Balance of Turnstone	53.77%	57.79%	57.79% or more**
Coalesce Astor, Await, Bix, Bob, Caps, Circa, Coupe, Davos, Evaneau, Hosu, Joel, Lagunitas, Massaud, Millbrae, Montara650, Passerelle, Ripple, Sidewalk, SW_1, Swathmore, Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFivo, Sistema, Balance of Coalesce	50.76%	50.76%	51.76% or more**
Desks/Tables			
Kick Freestanding	66.84%	66.84%	66.84% or more**
Answer Freestanding, Universal Pedestals, Universal Tables	66.84%	68.34%	69.85% or more**
Escape, FrameOne, Divisio Screens	50.76%	52.77%	55.28% or more**
Context, Post and Beam, Balance of Steelcase Steel	57.79%	58.80%	59.80% or more**
Univ Underworksurface bookcase, 900 Series Underworksurface Lateral, Universal Underworksurface Lateral, Univ Storage Laminat	62.82%	63.82%	64.83% or more**
TS Fixed Pedestals, TS Underworksurface Laterals	60.81%	62.82%	63.82% or more**
Opus, Folia, Ainsley, Davenport, Waldorf, Aspekt, Leela, Mitra, Outlook Hawthorn, Outlook Jarrah, Outlook, Sequoia, Regard, Siesta, Sorrel, Tava, Sync, Pocket, Relay Arm, Exchange, Park, Senza, Waldorf, Neighbor, Opus, Freestanding, Chart Box, Mobile Overbed Tables, Convey, Balance of Health	44.73%	46.74%	46.74% or more**
media:scape, Thread Floor Power, ScapeSeries, Fltwork, Premium Whiteboard, Sans, Flow, Motif	43.72%	44.73%	44.73% or more**
Adj Tables - Ology, Ology Bench, FLEX, FLEX HAD	52.77%	53.77%	55.78% or more**
Adj Tables - Migration, Migration SE Desk	56.79%	57.29%	58.29% or more**
Verb	51.76%	54.78%	54.78% or more**
Electiva Elements	52.77%	54.78%	54.78% or more**
Garland, Walden, Impact, Flaxframe, Convene, Mackinac, West Elm Greenpoint, Balance of Wood	50.76%	52.77%	52.77% or more**
Currency, Payback, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Verlay, Balance of Turnstone	53.77%	57.79%	57.79% or more**
Adj Tables - Series 5, Series 7, Series Bench	53.27%	53.77%	54.78% or more**
Akira & Runner Tables, Sarto Privacy Screen	50.76%	51.76%	52.77% or more**
Univ Privacy Modesty Scrn	51.76%	52.77%	52.77% or more**
Adj Tables - Airtouch	57.79%	61.81%	61.81% or more**
Coalesce Au Lait, Avon, Await, Ballet, Bix, Bob, Circa, Denizen, Diekman, E-Table 2, Enea, Enea Lottus, Free Stand, GH_1, Holy Day, Host, Lagunitas, Millbrae, Montara650, Passerelle, Potrero415, Reunion, Sebastopol, Sidewalk, Soft Leaf, SW_1, Switch, Train, Trees, Balance of Coalesce	50.76%	50.76%	51.76% or more**
Filing and Storage			
TS 200 Series Laterals, Overfile Cabinets, Balance of Steel	57.79%	58.80%	59.80% or more**
Ts Fixed Pedestals, TS Laterals, Ts Mobile Pedestals, Ts Tower Too, Ts Underworksurface Latera, TS Large Storage Cabinets	60.81%	62.82%	63.82% or more**
Univ Bookcases, Univ Combination Cabinets, Univ Storage Cabinets, Univ Towers, Univ Wardrobe Cabinets, Univ Workstation Verticals, Universal Storage Acc., 900 Series Laterals, Universal Laterals, Univ Storage Laminat, High Density Storage	62.82%	63.82%	64.83% or more**
Univ Pedestals	66.84%	68.34%	69.85% or more**
Garland, Victor2, Walden, Balance of Wood	50.76%	52.77%	52.77% or more**
Currency, Payback, Bivi, Tour, Balance of Turnstone	53.77%	57.79%	57.79% or more**
Folia, Ainsley, Opus, Sonata, Davenport, Park, Senza, Waldorf, Convey, Balance of Health	44.73%	46.74%	46.74% or more**
Coalesce Denizen, Exponents, New Exponents, Host, Sidewalk	50.76%	50.76%	51.76% or more**
EXCEPTIONS			
<ul style="list-style-type: none"> Steelcase Steel and Wood Price Lists: New Products, eno Accessories, eno Whiteboards, Low Profile Floor, PW LSG Framing, CTF Pro, Room Wizard 2.0, Space Analytics, STC Workplace Advisor, Subscription & Services, Steelcase Worktools Price Lists: New Products. Turnstone Price Lists: New Products Coalesce Price Lists: New Products, Arzu, Carl Hansen Steelcase Health Price Lists: New Products. 			
OTHER			
<ul style="list-style-type: none"> Only orders from Steelcase Steel, Steelcase Wood, and Steelcase Worktools Price Lists may be combined for the purpose of defining order size. Terms and Conditions for the delivery and installation of architectural products will be negotiated on a project-by-project basis. 			