



Office of State Procurement  
112 Administration Building  
50 Sherburne Avenue  
St. Paul, MN 55155  
Voice: 651.296.2600  
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December 21, 2020

Darren Shavor  
Steelcase  
901 44<sup>th</sup> Street  
Grand Rapids, MI 49508

Dear Mr. Shavor:

The following document is enclosed for you to complete and return:

- Amendment No. 3 to SWIFT Contract No 141112, Release No. F-379(5), NASPO ValuePoint MA147.
- Amendment No. 3, Exhibit A, showing the Discount Matrix

Please sign and return **the** documents, **VIA EMAIL**, to **Michael Sutton** at the following email address [Michael.sutton@state.mn.us](mailto:Michael.sutton@state.mn.us) by **December 29, 2020**.

If the Amendment is not properly executed it will be returned to you. Upon receipt of the properly executed document, and after signatures are obtained from the appropriate State authorities, a copy of the completed Amendment will be sent to your company.

If you have any questions, please feel free to contact me.

Sincerely,

Michael Sutton  
Acquisition Management Specialist / Buyer  
Enclosure

**MINNESOTA NASPO VALUEPOINT  
PARTICIPATING ADDENDUM WITH STEELCASE**

**AMENDMENT NO. 3 TO MASTER MA147, MN CONTRACT No. 141112, CONTRACT 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 44<sup>th</sup> Street, Grand Rapids, MI 49508 ("Contractor").

**WHEREAS**, the State has a Contract with the Contractor 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 Contractor in a fully executed amendment to the Contract.

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

1. That Contract No. 141112 is amended to incorporate NASPO ValuePoint MA147 Amendment No. 4 with Steelcase's 2021 catalog. The prices set forth in Amendment No. 3 – Exhibit A showing the Discount Matrix, which is attached and incorporated herein. The Contractor may offer a lower Discount Matrix or Catalog price for any reason.
  - 1.1. To add new Products:
    - 1.1.1. Soffio Screen at 51.76% Tier 1, 52.77% Tier 2, 52.77% Tier 3
    - 1.1.2. Steelcase Series 2 at 55.28% Tier 1, 55.78% Tier 2, 56.79% Tier 3
    - 1.1.3. Sylvi Lounge at 43.72% Tier 1, 44.73% Tier 2, 44.73% Tier 3
    - 1.1.4. Carl Hansen Seating/Tables at 46.74% Tier 1, 46.74% Tier 2, 46.74% Tier 3
    - 1.1.5. West Elm Belle, Boardwalk, Brighton, Mesa, Slope, Sterling at 49.75% Tier 1, 50.76% Tier 2, 51.76% Tier 3
    - 1.1.6. FLEX Mobile Power at 48.75% Tier 1, 49.75% Tier 2, 49.75% Tier 3
    - 1.1.7. QT Pro at 48.75% Tier 1, 49.75% Tier 2, 49.75% Tier 3
    - 1.1.8. Balance of Orangebox Other at 43.72% Tier 1, 44.73% Tier 2, 44.73% Tier 3
    - 1.1.9. Balance of Polyvision at 43.72% Tier 1, 44.73% Tier 2, 44.73% Tier 3
    - 1.1.10. Migrations SE Bench at 56.79% Tier 1, 57.29% Tier 2, 58.29% Tier 3
  - 1.2. Cull/Eliminate Products: Alcove, Escapade, Oriana, Terrazzo, Topaz, Context, Ainsley, Waldorf, Impact, Series 7, Series Benches: Runner Tables
2. All other Terms and Conditions remain unchanged.

This Amendment is effective beginning December 22, 2020, or 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**

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: Megan E. Maguire

Signature

Megan E. Maguire

Printed Name

Title: Leader, Contract Specialist

Date: December 28, 2020

By: \_\_\_\_\_

Signature

Printed Name

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**2. OFFICE OF STATE PROCUREMENT**

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

By: DocuSigned by: Dustin Burns

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Title: Acquisition Management Specialist / Buyer

Date: 1/11/2021

**3. COMMISSIONER OF ADMINISTRATION**

Or delegated representative.

By: DocuSigned by: Kia Xiong

994FBAA5001D42F...

Date: 1/11/2021

Contract No. 141112  
Amendment No. 3--Exhibit A

ATTACHMENT D			
NASPO ValuePoint - MA147, State of Minnesota Participating Addendum 141112			
Steelcase Product and Discount Summary			
	Discount from List Price - Drop Ship %		
November 2020	\$1-\$50,000	\$50,001-\$150,000	\$150K +
<b>Systems Furniture and Accessories</b>			
Monolithic Systems & Accessories			
Avenir	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**
Bottomline Task Light, LED Linear, LED Personal Task Light, LED Shelf Light, Underline Shelf Light	49.75%	50.76%	50.76% or more**
Balance of Worktools Products (with some Exceptions), Privacy, Mobile Power, QT Pro, FLEX Mobile Power	48.75%	49.75%	49.75% or more**
<b>Seating</b>			
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, Sylvi Lounge, Balance of Orangebox Other	43.72%	44.73%	44.73% or more**
464 Leap Work Lounge, SILQ Seating, Nool, West Elm Steelcase Seating (including Belle, Boardwalk, Brighton, Mesa, Slope, Sterling)	49.75%	50.76%	51.76% or more**
487 Cachet, 490 Move, Node, Node Health	52.77%	53.77%	54.78% or more**
Amia, Think, Reply, Steelcase Series 2	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, Sieste, Tava, Regard, Verge, Sorrel, X-tenz, Empath, Mineral, Surround, Embold, Balance of Health	44.73%	46.74%	46.74% or more**
Cobi, i2i, Kart, Qivi	50.76%	51.76%	52.77% or more**
Carl Hansen Seating	46.74%	46.74%	46.74% or more**
Max Stackler III, Balance of Steel	57.79%	58.80%	59.80% or more**
Siento, Collaboration, Mingle, Snodgrass 474 Wood, 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**
Coalesse Astor, Await, Bix, Bob, Capa, Circa, Coupe, Davos, Evaneau, Hosu, Joel, Lagunitas, Massaud, Millbrae, Montara650, Passerelle, Ripple, Sidewalk, SW_1,Swathmore, Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Sistema, Balance of Coalesse	50.76%	50.76%	51.76% or more**
<b>Desks/Tables</b>			
Kick Freestanding	66.84%	66.84%	66.84% or more**
Answer Freestanding, Universal Pedestals, Universal Tables	66.84%	68.34%	69.85% or more**
c:scape, FrameOne, Divisio Screens	50.76%	52.77%	55.28% or more**
Post and Beam, Duo for 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 Laminate	62.82%	63.82%	64.83% or more**
TS Fixed Pedestals, TS Underworksurface Laterals	60.81%	62.82%	63.82% or more**
Opus, Folio, Davenport, Aspekt, Leela, Mitra, Outlook Hawthorn, Outlook Jarrah, Outlook, Sequoia, Regard, Sieste, Sorrel, Tava, Sync, Pocket, Relay Arm, Exchange, Park, Senza, Waldorf, Neighbor, Opus, Freestanding, Chart Box, Mobile Overbed Tables, Convey, Balance of Health	44.73%	46.74%	46.74% or more**
media:scape, Thread Floor Power, Fitwork, B Free, Premium Whiteboard, Sans, Flow, Motif, Mobile, Balance of Polyvision, Balance of Orangebox Other	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, Migration SE Bench	56.79%	57.29%	58.29% or more**
Verb	51.76%	54.78%	54.78% or more**
Elective Elements	52.77%	54.78%	54.78% or more**
Garland, Walden, Flexframe, 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	53.27%	53.77%	54.78% or more**
Akira, Sarto Privacy Screen	50.76%	51.76%	52.77% or more**
Universal Privacy Screens, Soffio Screen	51.76%	52.77%	52.77% or more**
Carl Hansen Tables	46.74%	46.74%	46.74% or more**
Adj Tables - Airtouch	57.79%	61.81%	61.81% or more**
Coalesse Au Lait, Avon, Await, Ballet, Bix, Bob, Circa, Denizen, Diekman, E-Table 2, Enea, Enea Lottus, Free Stand, GH_1, Holy Day, Host, Lagunitas, Millbrae, Montata650, Passerelle, Potrero415, Reunion, Sebastopol, Sidewalk, Soft Leaf, SW_1, Switch, Train, Trees, Balance of Coalesse	50.76%	50.76%	51.76% or more**
<b>Filing and Storage</b>			
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 Laminate, 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**
Folio, Ainsley, Opus, Sonata, Davenport, Park, Senza, Waldorf, Convey, Balance of Health	44.73%	46.74%	46.74% or more**
Coalesse Denizen, Exponents, New Exponents, Host, Sidewalk	50.76%	50.76%	51.76% or more**
<b>EXCEPTIONS</b>			
• Steelcase Steel and Wood Price Lists: New Products, eno Accessories, eno Whiteboards, Low Profile Floor, PW LSG Framing, Room Wizard 2.0, Space Analytics, STC Workplace Advisor, Subscription & Services, Technology Upgrades, V.I.A, Leap Worklounge and Ottoman.			
• Steelcase Worktools Price Lists: New Products.			
• Turnstone Price Lists: New Products			
• Coalesse Price Lists: New Products, Arzu, Nanimarquina Collection			
• Steelcase Health Price Lists: New Products.			
• Orangebox: New Products, Acoustic Pods			
<b>OTHER</b>			
• 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.			
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