

**OFFICE FURNITURE (2023 – 2028)**  
 Led by the State of Utah

**Attachment B**  
**Products and Pricing**

The pricing terms for the Master Agreement shall flow down to this PA.

Steelcase Products	Price List / Order Size (in USD) Discounts off List		
	Drop Ship		
	\$1 - \$50,000 List	\$50,001 - \$150,000 List	\$150,001 list and above
E-Tables	50.51%	50.51%	51.52%
Flow	43.44%	44.45%	44.45%
Motif	43.44%	44.45%	44.45%
Premium Whiteboard	48.85%	52.29%	52.29%
Sans	43.44%	44.45%	44.45%
462 Leap	58.59%	60.03%	60.61%
466 Reply	55.06%	55.56%	56.57%
475 Player	58.59%	59.60%	61.62%
487 Cachet Seating	52.53%	53.54%	54.55%
490 Move	52.53%	53.54%	54.55%
Adjustable Tables - Airtouch	57.58%	61.62%	61.62%
Agree Chair	47.61%	50.73%	50.73%
Agree Table	50.14%	53.20%	53.20%
Akira Tables	50.51%	51.52%	52.53%
Alight	53.54%	57.58%	57.58%
Amia	55.06%	55.56%	56.57%
Answer	66.67%	68.18%	69.70%
Answer Beam	66.67%	68.18%	69.70%
Answer Fence	66.67%	68.18%	69.70%
Answer Freestanding Desking	66.67%	68.18%	69.70%
Architectural Modular Power	51.52%	53.54%	53.54%
B Free - Furniture	43.44%	44.45%	44.45%
B Free - Seating	43.44%	44.45%	44.45%
Bassline	53.54%	57.58%	57.58%
Bivi	53.54%	57.58%	57.58%
Brody Lounge Seating	43.44%	44.45%	44.45%
Buoy	53.54%	57.58%	57.58%
c:scape	50.51%	52.53%	55.06%
Campfire	53.54%	57.58%	57.58%
Clipper	53.54%	57.58%	57.58%
cobi	50.51%	51.52%	52.53%
Divisio Screens	50.51%	52.53%	55.06%
Duo Storage For Answer	66.67%	68.18%	69.70%
Elbrook	55.19%	58.11%	58.11%
Everwall	49.50%	51.36%	51.36%
Flex	52.53%	53.54%	55.56%

## Steelcase Products

Price List / Order Size (in USD)  
Discounts off List

	Drop Ship		
	\$1 - \$50,000 List	\$50,001 - \$150,000 List	\$150,001 list and above
Flex Active Frames	52.53%	53.54%	55.56%
Flex Had	52.53%	53.54%	55.56%
FrameOne	50.51%	52.53%	55.06%
Gesture	55.06%	55.56%	56.57%
Groupwork	53.54%	57.58%	57.58%
High Density Storage	62.63%	63.64%	64.65%
i2i	50.51%	51.52%	52.53%
Jenny	53.54%	57.58%	57.58%
Kart Seating	50.51%	51.52%	52.53%
Kick	66.67%	66.67%	66.67%
Lite Scale	48.24%	49.50%	49.50%
Max Stacker III	57.58%	58.59%	59.60%
media:scape	43.44%	44.45%	44.45%
Migration Desk Collection	56.57%	57.08%	58.08%
Migration SE Bench	56.57%	57.08%	58.08%
Montage	66.67%	68.18%	69.70%
Node	54.72%	57.21%	57.58%
Wiesner Hager Nooi	49.50%	50.51%	51.52%
Ocular Tables	38.14%	41.50%	41.50%
Ocular View	38.14%	41.50%	41.50%
Ology Bench	52.53%	53.54%	55.56%
Ology Desk	52.53%	53.54%	55.56%
Pathways Power & Communication	57.58%	58.59%	59.60%
Privacy	48.49%	49.50%	49.50%
Privacy Walls	46.47%	49.50%	49.50%
Qivi	50.51%	51.52%	52.53%
Qt Pro	48.49%	49.50%	49.50%
Sarto Privacy Modesty Screen	50.51%	51.52%	52.53%
Scoop Stool	53.54%	57.58%	57.58%
Series 9000	68.69%	71.72%	73.74%
Shortcut	53.54%	57.58%	57.58%
SILQ Seating	49.50%	50.51%	51.52%
Simple Seating	53.54%	57.58%	57.58%
Simple Tables	53.54%	57.58%	57.58%
Soffio Screen	52.53%	54.55%	54.55%
Steelcase Karman	53.92%	56.27%	56.27%
Steelcase Series 1	55.56%	56.57%	58.08%
Steelcase Series 2	55.06%	55.56%	56.57%
Tenor	51.08%	54.15%	55.56%
Think - Task	55.06%	55.56%	56.57%
Thread Floor Power System	43.44%	44.45%	44.45%
TS Bins & Shelves	66.67%	66.67%	66.67%
TS Fixed Pedestals	60.61%	62.63%	63.64%
TS Laterals	60.61%	62.63%	63.64%
TS Lockers	60.61%	62.63%	63.64%
TS Mobile Pedestals	60.61%	62.63%	63.64%
TS Tower Too	60.61%	62.63%	63.64%
TS Underworksurface Latera	60.61%	62.63%	63.64%
TS Worksurfaces	66.67%	66.67%	66.67%
Umami	43.44%	44.45%	44.45%

**Steelcase Products**
**Price List / Order Size (in USD)  
Discounts off List**

	Drop Ship		
	\$1 - \$50,000 List	\$50,001 - \$150,000 List	\$150,001 list and above
Universal Bookcases	62.63%	63.64%	64.65%
Universal Combination Cabinets	62.63%	63.64%	64.65%
Universal ITC/OTC Bins/Shelves	66.67%	68.18%	69.70%
Universal Lateral Files	62.63%	63.64%	64.65%
Universal Pedestals	66.67%	68.18%	69.70%
Universal Privacy Screens	52.53%	54.55%	54.55%
Universal Storage Cabinets	62.63%	63.64%	64.65%
Universal System Worksurface-Wood	66.67%	68.18%	69.70%
Universal Towers	62.63%	63.64%	64.65%
Universal Storage Accessories	62.63%	63.64%	64.65%
Universal System Worksurfaces	66.67%	68.18%	69.70%
Universal Tables	66.67%	68.18%	69.70%
V.I.A.	47.58%	50.51%	50.51%
Verb	52.53%	54.55%	54.55%
WorkValet	51.40%	53.81%	53.81%
Convey	44.45%	46.47%	46.47%
Embold	44.45%	46.47%	46.47%
Folio	44.45%	46.47%	46.47%
Mobile Overbed Tables	44.45%	46.47%	46.47%
Park	44.45%	46.47%	46.47%
Regard	44.45%	46.47%	46.47%
Senza	44.45%	46.47%	46.47%
Surround	44.45%	46.47%	46.47%
Sync	44.45%	46.47%	46.47%
Viccarbe	37.51%	40.26%	40.26%
Belle	48.49%	50.00%	50.00%
Boardwalk	48.49%	50.00%	50.00%
Brighton	48.49%	50.00%	50.00%
Greenpoint Bench	48.49%	50.00%	50.00%
Greenpoint Private Office	48.49%	50.00%	50.00%
Greenpoint Steel Storage	48.49%	50.00%	50.00%
Greenpoint Wood Storage	48.49%	50.00%	50.00%
Mesa	48.49%	50.00%	50.00%
Slope	48.49%	50.00%	50.00%
Sterling	48.49%	50.00%	50.00%
Convene Conference Collection	50.51%	52.53%	52.53%
Currency	53.54%	57.58%	57.58%
Elective Elements	52.53%	54.55%	54.55%
Elective Elements - Parametric	52.53%	54.55%	54.55%
Mackinac	50.51%	52.53%	52.53%
Siento Seating	50.51%	52.53%	52.53%
Slim Leg Had	50.51%	52.53%	52.53%
Verlay	53.54%	57.58%	57.58%
Bottomline Task Light	49.50%	50.51%	50.51%
CF Series Intro	48.49%	49.50%	49.50%
Flex Mobile Power	48.49%	49.50%	49.50%
LED Linear	49.50%	50.51%	50.51%
LED Shelf Light	49.50%	50.51%	50.51%
Powerstrip Intro	48.49%	49.50%	49.50%
Standard Lighting	66.67%	66.67%	66.67%

Steelcase Products	Price List / Order Size (in USD) Discounts off List		
	Drop Ship		
	\$1 - \$50,000 List	\$50,001 - \$150,000 List	\$150,001 list and above
Victor2	50.51%	52.53%	52.53%
Coalesse Products (other than Exceptions below)	50.51%	50.51%	51.52%
Collaborative Surfaces Products (other than Exceptions below)	43.44%	44.45%	44.45%
Orangebox Pods Products (other than Exceptions below)	42.18%	43.69%	43.69%
Orangebox Products (other than Exceptions below)	43.44%	44.45%	44.45%
Steelcase Health Products (other than Exceptions below)	44.45%	46.47%	46.47%
West Elm Products (other than Exceptions below)	48.49%	50.00%	50.00%
Steelcase Wood Products (other than Exceptions below)	50.51%	52.53%	52.53%
Steelcase Worktools Products (other than Exceptions below)	48.49%	49.50%	49.50%

## EXCEPTIONS

- All Price Lists: New Products.
- Coalesse Price Lists: Arzu, Nanimarquina Collection.

## OTHER

- Terms and conditions for the delivery and installation of architectural products will be negotiated on a project-by-project basis.
- Pricing for service parts will be quoted upon request.
- Orders from more than one Price List may be combined for the purpose of defining Order Size (e.g. Steelcase Steel, Steelcase Wood, and Steelcase Worktools.)
- Customized or otherwise non-standard Products may receive the pricing listed above. In such cases where the pricing differs, list price duration and applicable discounts for such Products will be determined on a project-by-project basis.
- Pricing above is representative of deliveries to commercial sites only. Residential deliveries may be subject to separate terms and conditions (including price) and will be determined on a project-by-project basis.

**OFFICE FURNITURE (2023 – 2028)**  
Led by the State of **Utah**

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**Attachment C**  
**Participating Dealers Order Procedure**

All contactors, dealers, and resellers authorized in the State of Kansas, as shown on the dedicated Contractor (cooperative contract) website, are approved to provide sales and service support to participants in the NASPO ValuePoint Master Agreement.

Some of the elected Participating Dealers as of the date of this Agreement and their contact information are listed below. Additions to and/or deletions from this list may be requested at any time by State of Kansas. Changes, additions or deletions from the following list of Participating Dealers need not be incorporated into a written amendment to the PA.

State of Kansas may add or delete an authorized dealer to participate in this Agreement at its discretion. In such event, State of Kansas shall provide a written notification to Steelcase. In the event that State of Kansas desires to add an authorized dealer, Steelcase will secure such authorized dealer's written acceptance of the terms of the Agreement. In the event of a deletion, such deletion will become effective thirty (30) days from receipt of State of Kansas's written notification.

Scott Rice Office Work, Lenexa

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785.410.1989

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(316) 269-2700

Design Central

Audrey George  
[ageorge@designcentralks.com](mailto:ageorge@designcentralks.com)  
(785) 577-3694

### Order Procedure

State of Kansas shall initiate orders by sending to Dealer a written or electronically transmitted (EDI) purchase order ("Order") containing the minimum required information listed below:

- State of Kansas's Order reference number.
- Designation of Products (e.g., style number) and/or services covered by the Order.
- Designation of surface materials.
- Quantity ordered.
- Price.
- Requested delivery date. In the event the delivery date is more than 90 day period, Steelcase reserves the right to revise the offered pricing.
- "Ship to" address including contact name, dock information, etc.
- Billing address for invoices.
- Any special shipping or handling requirements.

Dealer and Steelcase will use their best efforts to comply with delivery dates requested by State of Kansas on Orders. For Large Orders, Steelcase recommends that State of Kansas provide as much notice as possible to Dealer in advance of the Order to reserve manufacturing capacity. Dealer shall acknowledge receipt of each Order to State of Kansas, noting the acknowledged Steelcase ship from factory and scheduled local delivery dates.

### Cancellation and Changes

State of Kansas shall have the right to change or cancel any Order by delivering written notice to Dealer. Except as otherwise provided herein, any such change or cancellation shall be without charge prior to commencement of production of such Order. If production has begun (including the ordering of parts and materials), a charge may be applied up to the full invoice amount of the Order.