



**OFFICE FURNITURE AND RELATED SERVICES**

Led by the State of Utah

**November 2023 Update**

**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%
Orangebox Kirm	43.44%	44.45%	44.45%
Flow	43.44%	44.45%	44.45%
Motif	43.44%	44.45%	44.45%
Sans	43.44%	44.45%	44.45%
453 Criterion	60.61%	61.62%	62.63%
462 Leap	58.59%	59.60%	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 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%
Avenir	68.69%	71.72%	73.74%
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%
Bottomline Task Light	49.50%	50.51%	50.51%
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%
Crew Guest Seating	53.54%	57.58%	57.58%
Crew Seating	53.54%	57.58%	57.58%
Divisio Screens	50.51%	52.53%	55.06%
Duo Storage For Answer	66.67%	68.18%	69.70%

**Steelcase Products**

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

	<u>Drop Ship</u>		
	\$1 - \$50,000 List	\$50,001 - \$150,000 List	\$150,001 list and above
Elbrook	55.19%	58.11%	58.11%
Everwall	49.50%	51.36%	51.36%
Flex	52.53%	53.54%	55.56%
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%
Jacket	53.54%	57.58%	57.58%
Jenny	53.54%	57.58%	57.58%
Kart Seating	50.51%	51.52%	52.53%
Kick	66.67%	66.67%	66.67%
LED Linear	49.50%	50.51%	50.51%
LED Shelf Light	49.50%	50.51%	50.51%
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 SE Bench	56.57%	57.08%	58.08%
Migration SE Desk	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%
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%
Premium Whiteboard	48.85%	52.29%	52.29%
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%
Avenue	53.54%	57.58%	57.58%
Simple Tables	53.54%	57.58%	57.58%
Soffio Screen	52.53%	54.55%	54.55%
Standard Lighting	66.67%	66.67%	66.67%
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%
Tour	53.54%	57.58%	57.58%
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%

**Steelcase Products**

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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%
Low Profile Floor	51.52%	53.54%	53.54%
Universal Bookcases	62.63%	63.64%	64.65%
Universal Combination Cabinets	62.63%	63.64%	64.65%
Universal Hard Surface Screen	50.51%	51.52%	52.53%
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 Wardrobe Cabinets	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%
Uno	53.54%	57.58%	57.58%
V.I.A.	47.58%	50.51%	50.51%
Verb	52.53%	54.55%	54.55%
Work Tents	49.50%	52.88%	52.88%
Work Valet	51.40%	53.81%	53.81%
Convey	44.45%	46.47%	46.47%
Embold	44.45%	46.47%	46.47%
Exchange Tables	44.45%	46.47%	46.47%
Folio	44.45%	46.47%	46.47%
Mobile Overbed Tables	44.45%	46.47%	46.47%
Opus	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%
Sonata	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%
Convvene Conference Collection	50.51%	52.53%	52.53%

Steelcase Products	Price List / Order Size (in USD) Discounts off List		
	Drop Ship		
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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%
Payback	53.54%	57.58%	57.58%
Siento Seating	50.51%	52.53%	52.53%
Slim Leg Had	50.51%	52.53%	52.53%
Verlay	53.54%	57.58%	57.58%
Victor2	50.51%	52.53%	52.53%
CF Series Intro	48.49%	49.50%	49.50%
Flex Dock	48.49%	49.50%	49.50%
Flex Mobile Power	48.49%	49.50%	49.50%
Powerstrip Intro	48.49%	49.50%	49.50%
Privacy	48.49%	49.50%	49.50%
Collaborative Surfaces Products (other than Exceptions below)	43.44%	44.45%	44.45%
West Elm Products (other than Exceptions below)	48.49%	50.00%	50.00%
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 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%
Steelcase Health Products (other than Exceptions below)	44.45%	46.47%	46.47%
Coalesse Products (other than Exceptions below)	50.51%	50.51%	51.52%

## 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.