

How government customers can buy from Steelcase

A simple, mission-aligned guide to purchasing Steelcase
solutions through compliant, trusted government contract vehicles.



Steelcase®



Your Mission is Our Mission.

Government work touches every community. From courthouses to 911 centers, public health offices to state universities, government agencies rely on trusted partners who understand the unique realities of public sector work — its responsibilities, constraints, and deep sense of purpose.

For more than a century, Steelcase has supported government workplaces of every kind. Our approach brings together research-driven design, a broad portfolio, and one of the most extensive procurement networks in the industry — all built to help you focus on serving the public while we simplify the path to purchase.

This guide explains how government agencies can purchase Steelcase through state contracts, cooperative agreements, or competitive solicitations — making the process easier, more compliant, and mission-ready.

Steelcase at a Glance

11,000+

Employees
worldwide

12

Manufacturing
locations

700+

Dealer partners
nationwide

5k

Patents and design
registrations worldwide

110,000

Companies served
in the last 5 years

92%

of products BIFMA e3
certified in Americas

How Public Agencies Buy Furniture

Public agencies are required to follow purchasing regulations built around fairness, competition, transparency, and value. While these processes can be complex, Steelcase offers multiple contract solutions that make purchasing fast, compliant, and predictable.

Government buyers typically use one of three pathways:



State Contracts

State procurement offices competitively solicit and award statewide furniture contracts. These contracts allow **all agencies, universities, school districts, municipalities, and political subdivisions** to purchase directly.

Why State Contracts Matter

- Pre-negotiated pricing ensures best value and accountability.
- Agencies avoid running their own RFPs.
- Vendors are pre-qualified for quality, service, and compliance.
- Standardized terms reduce administrative burden.

Considerations

- Some states require use of Prison Industries unless waivers or cooperative contracts permit alternatives.
- State contracts may offer a narrower product range than cooperatives.

Steelcase participates in multiple state-held and cooperative-managed state agreements, making it easy to find a compliant path.

Cooperative Purchasing Agreements

Cooperative contracts allow government agencies to “piggyback” on a publicly awarded, competitively solicited contract — a standard, fully compliant practice in all 50 states.

Steelcase partners with the nation's most widely used cooperatives:

Steelcase Cooperative Partners

- OMNIA Partners – Public Sector
- Sourcewell
- NASPO ValuePoint
- E&I (Education-specific)

Why cooperatives matter to government buyers

- Contracts already competitively awarded — no need to run a new RFP
- Immediate access to one of the broadest Steelcase portfolios
- Flexible terms via participating addenda
- Streamlined purchasing for cities, counties, school districts, and higher education
- Volume-based pricing advantages

Considerations

- Some agencies require internal legal review.
- Participating addenda may be required depending on local policy.

For many agencies, cooperative purchasing is the **fastest, most flexible, and most commonly used** procurement pathway.



Competitive Bidding (RFP, RFQ, ITB)

If an agency must or prefers to run its own competitive process, Steelcase and our authorized dealers support full compliance with:

- Detailed specification reviews
- Contract-aligned product alternatives
- Pricing packages that meet bid requirements
- Documentation for terms, installation, and service

This pathway is fully supported — but often slower and more resource-intensive than cooperative purchasing or state contracts.



Who Can Buy Through These Paths?

Any public agency, including:

- Cities, counties, and municipalities
- State agencies
- K-12 school districts and higher education institutions
- Courts, public safety, and emergency operations
- Public health and human services
- Libraries, utilities, parks, and special districts
- Transit authorities and transportation agencies

If you serve the public, there's a contract that supports your work.



Why Government Agencies Choose Steelcase

Perspective

Steelcase brings a century of experience supporting government work — understanding the policies, pressures, and people that make public environments unique.

- Over 100 years of government partnerships, beginning with our early federal contracts.
- Local presence in every state through more than 700 authorized dealers.
- Deep knowledge of SLED buying processes, contracting, and compliance.

We meet you with an informed point of view shaped by long-standing public sector expertise.

People

Government work is people work — and we design with that in mind.

- Human-centered research into how people work, collaborate, and serve the public
- Local dealer partners who live in the communities they support
- Teams that understand how even small projects can impact entire communities

We're here to support your mission through partnerships, relationships, and service.

Product

Government spaces demand furniture that is durable, adaptable, and built to last.

- Broad portfolio spanning private offices, training rooms, public lobbies, courts, classrooms, and emergency operation centers
- Modular systems and flexible layouts designed to evolve with changing needs
- Industry-leading warranty and long lifecycle value
- High-performing products available through all Steelcase cooperative contracts

We help you create environments that perform today — and adapt tomorrow.

Process

Our work is designed to support how government works — with compliance, efficiency, and trust at the center.

- Contract vehicles that simplify procurement
- Local installation, service, and project support
- Expertise across planning, budgeting, delivery, and warranty
- Scalable solutions for everything from one room to multi-site implementations

We make it easy to buy, easy to implement, and easy to maintain.



How to Purchase Steelcase

1. Choose your contract pathway

Work with your Steelcase dealer or sales specialist to identify the right state contract or cooperative for your agency.

4. Delivery & installation

Certified teams manage delivery, site verification, installation, and punch-list support.

2. Request a contract-aligned quote

Your local dealer prepares a formal quote referencing the appropriate contract number, pricing structure, and terms.

5. Ongoing service & future planning

Steelcase and our dealer partners continue supporting your space through warranty, maintenance, and future expansions.

3. Issue a purchase order

Include:

- Contract name
- Contract number
- Dealer name
- Line-item furniture list
- Any required addenda



Frequently Asked Questions

Is there a cost to use a cooperative contract?

No — there are no membership fees, minimums, or participation costs.

Do I need to seek multiple bids?

Generally no. State and cooperative contracts are already competitively solicited, allowing direct purchase.

Are Steelcase products compliant with public-sector requirements?

Yes. Pricing, vendor qualifications, and terms have been publicly awarded and vetted.

Can smaller municipalities and school districts use these contracts?

Absolutely — all public entities can participate unless restricted by local ordinance.

Steelcase

We're here to help.

Whether you're furnishing a single office or reimagining a complete government campus, we're honored to support your mission with spaces that work better for the people you serve.

Contact your local
Steelcase dealer.

Steelcase.com

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