

**STATE OF OHIO
Steelcase Office Furniture Contract
Schedule Number: 7771401208**

Discounts from List Price

	<u>Drop Ship</u>	<u>Delivered & Installed *</u>
Steelcase Steel Products (Other Than Products and Exceptions Below)		
\$1 - \$75,000	57%	50%
\$75,001 - \$175,000	58%	51%
\$175,001 - \$300,000	59%	52%
Express 12 for the Above Products		
\$1 - \$50,000	54%	47%
\$50,001 - \$200,000	55%	48%
Series 9000, Avenir		
\$1 - \$75,000	60%	53%
\$75,001 - \$175,000	61%	54%
\$175,001 - \$300,000	62%	55%
Answer, Universal Worksurfaces, Universal Pedastals, Criterion Seating		
\$1 - \$75,000	61%	54%
\$75,001 - \$175,000	62%	55%
\$175,001 - \$300,000	63%	56%
Express 12 for the Above Products		
\$1 - \$50,000	54%	47%
\$50,001 - \$200,000	56%	49%
AP 40		
\$1 - \$30,000	69%	62%
\$30,001 - above	76.50%	69.5%
Amia, Move, Cachet, Leap, Reply, Think Seating (other than Exceptions below)		
\$1 - \$75,000	53%	46%
\$75,001 - \$175,000	54%	47%
\$175,001 - \$300,000	55%	48%

Express 12 for the Above Products

\$1 - \$50,000	47%	40%
\$50,001 - \$100,000	48%	41%

Bottomline/Underline Task Lights

\$1 - \$50,000	49%	42%
\$50,001 - \$100,000	50%	43%

Cobi, i2i, Node

\$1 - \$75,000	48%	41%
\$75,001 - \$175,000	50%	43%
\$175,001 - \$300,000	52%	

Frameone

\$1 - \$75,000	46%	39%
\$75,001 - \$175,000	48%	41%
\$175,001 - \$300,000	52%	43%

Static Products & Room Wizard

\$1 - \$50,000	48%	41%
\$50,001 - \$200,000	50%	43%

Room Wizard 2.0

\$1 - \$50,000	43%	36%
\$50,001 – above	46%	39%

Huddleboard: Interactive Copycam

\$1 - \$400,000	44.75%	37.75%
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c:scape

\$1 - \$75,000	46%	39%
\$75,001 - \$175,000	48%	41%
\$175,001 - \$300,000	50%	43%

media:lounge, media:tables

\$1 - \$75,000	43%	36%
\$75,001 - \$175,000	44%	37%
\$175,001 - \$300,000	45%	38%

Pathways, Privacy Walls, Architectural Modular Power, Pathways Power and Communication, Pathways Technology Wall and Port

\$1 - \$25,000	44%	37%
\$25,001 - \$50,000	46%	39%
\$50,001 - \$75,000	48%	41%
\$75,001 - \$125,000	51%	44%

Pathways Low Profile Floor, Soundscapes, QT Pro

\$1 - \$25,000	42%	35%
\$25,001 - \$50,000	43%	36%
\$50,001 - \$75,000	45%	38%
\$75,001 - \$125,000	46%	39%

Eno

\$1 - \$50,000	43%	36%
\$50,001 - \$200,000	44%	37%

Turnstone Products, including Tour and Campfire (other than products and exceptions below)

\$1 - \$75,000	53%	46%
\$75,001 - \$175,000	55%	48%
\$175,001 - \$300,000	57%	50%

Turnstone Kick & Turnstone Underworksurface Pedestals

\$1 - \$75,000	58%	51%
\$75,001 - \$175,000	60%	53%
\$175,001 - \$300,000	62%	55%

Steelcase Wood including Flexframe (other than products and exceptions listed below)

\$1 - \$75,000	49%	42%
\$75,001 - \$175,000	51%	44%
\$175,001 - \$300,000	52%	45%

Express 12 for the Above Products

\$1 - \$50,000	46%	39%
\$50,001 - \$200,000	48%	41%

Elective Elements 6

\$1 - \$75,000	52%	45%
\$75,001 - \$175,000	53%	46%
\$175,001 - \$300,000	55%	48%

Express 12 for the above Products

\$1 - \$50,000	49%	42%
\$50,001 - \$200,000	50%	43%

Service Parts for All of the Above Product Categories

All Order Sizes	35%	28%
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Nurture – Ancillary / Seating

\$1 - \$25,000	45%	38%
\$25,001 - \$100,000	47%	40%

Nurture – Casegoods

\$1 - \$50,000	45%	38%
\$50,001 - \$150,000	47%	40%

Softcare

\$1 - \$40,000	43%	36%
\$40,001 - above	46%	39%

Coalesse Products - Formerly known as Brayton, Metro, Vecta Products (other than products and exceptions below)

\$1 - \$50,000	48%	41%
\$50,001 - \$200,000	50%	43%

Express 12 for Brayton and Vecta Products

USD 1-200,000 list	44%	37%
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Details Airtouch Adjustable Tables including style number BAPSS3048P

\$1 - \$75,000	57%	50%
\$75,001 - \$175,000	59%	52%
\$175,001 - \$300,000	61%	54%

Balance of Details Products (other than Exceptions below)

\$1 - \$50,000	49%	42%
\$50,001 - \$100,000	50%	43%

Polyvision Electronic Whiteboards (other than Exceptions listed below)

\$1 - \$25,000	38%	31%
\$25,001 - \$50,000	46%	39%
\$50,001 - above	47%	40%

Please Note:

- The Delivered and Installed Discounts provided are based on the Steelcase / National Joint Powers Alliance (NJPA) contract. The labor provision outlined in the NJPA contract with Steelcase states that labor for installation will NOT exceed 7% of list. Therefore, the discounts shown above for D&I basis of sale are 7% less than the Drop Ship discounts provided. Please be advised that labor CAN be quoted as less than 7% of the list price by the participating Steelcase dealer to eligible State of Ohio contract customers.
- Volume of Steelcase Steel and Wood purchases may be combined for the purpose of defining Order size and appropriate discount tier.