

**Attachment A
Pricing Schedule**

Definitions

Drop Shipped – Delivered from Manufacturer's factory to the receiving dock of the designated location of Member or institution placing the order

Inside Delivery – Delivered from Manufacturer's factory to the Member or institution placing the order and set into a specific room(s) [potential of 2nd or 3rd floor etc location].

Delivered & Installed – Delivered and Received from Manufacturer's factory to the Member or institution placing the order and uncartoned, inspected, cleaned, and set in place ready for use. In addition, the Participating Dealer's are responsible for removal of all packaging materials from site (Member dumpsters may not be used for disposal).

Pricing based on percentage discount from published mfg. list price by dollar volume of purchase order for all Categories, Product Lines, or Series.							
		Drop Ship		Inside Delivery		Delivered & Installed	
		Mfg. List % discount Std. lead	Quick Ship	Mfg. List % cost addition Std. lead	Quick Ship	Mfg. List % cost addition Std. lead	Quick Ship
Steelcase Price & Product Manual now including Universal Pedestals	\$1 to \$100,000	57	53	Negotiated	Negotiated	53	49
	\$100,001 to \$300,000	60	56	58	54	56	52
	\$300,001 to \$500,000	62	N/A	60	N/A	58	N/A
	\$500,001 and above	Negotiated		Negotiated		Negotiated	
Answer, Universal Worksurfaces,	\$1 to \$100,000	58	54	56	52	54	50
	\$100,001 to \$300,000	63	59	61	57	59	55
	\$300,001 to \$500,000	65	N/A	63	N/A	61	N/A
	\$500,001 and above	Negotiated		Negotiated		Negotiated	
Avenir, Series 9000	\$1 to \$100,000	57	53	55	51	53	49
	\$100,001 to \$300,000	62	58	60	56	58	54
	\$300,001 to \$500,000	64	N/A	62	N/A	60	N/A
	\$500,001 and above	Negotiated		Negotiated		Negotiated	
Leap, Think, Cachet, Player	\$1 to \$100,000	51	47	Negotiated	Negotiated	47	43
	\$100,001 to \$300,000	54	50	52	48	50	46
	\$300,001 to \$500,000	55	N/A	53	N/A	51	N/A
	\$500,001 and above	Negotiated		Negotiated		Negotiated	

Attachment A (continued)
Pricing Schedule

Pricing based on percentage discount from published mfg. list price by dollar volume of purchase order for all Categories, Product Lines, or Series.							
Additional Discount Listed by Category, Product Line, or Series		Drop Ship		Inside Delivery		Delivered & Installed	
		Mfg. List % discount Std. lead	Quick Ship	Mfg. List % cost addition Std. lead	Quick Ship	Mfg. List % cost addition Std. lead	Quick Ship
Turnstone Price & Product Manual	\$1 to \$100,000	54	N/A	Negotiated	N/A	50	N/A
	\$100,001 to \$300,000	57	N/A	55	N/A	53	N/A
	\$300,001 to \$500,000	58	N/A	56	N/A	54	N/A
	\$500,001 and above	Negotiated		Negotiated		Negotiated	
Turnstone Kick, Turnstone Under Worksurface Pedestals	\$1 to \$100,000	58	N/A	56	N/A	54	N/A
	\$100,001 to \$300,000	61	N/A	59	N/A	57	N/A
	\$300,001 to \$500,000	63	N/A	61	N/A	59	N/A
	\$500,001 and above	Negotiated		Negotiated		Negotiated	
Wood Price & Product Manual	\$1 to \$100,000	50	46	Negotiated	Negotiated	46	42
	\$100,001 to \$300,000	52	48	50	46	48	44
	\$300,001 to \$500,000	53	N/A	51	N/A	49	N/A
	\$500,001 and above	Negotiated		Negotiated		Negotiated	
Elective Elements 5 and 6	\$1 to \$100,000	52	48	50	46	48	44
	\$100,001 to \$300,000	55	51	53	49	51	47
	\$300,001 to \$500,000	57	N/A	55	N/A	53	N/A
	\$500,001 and above	Negotiated		Negotiated		Negotiated	
SDP-Vecta, Metro, Brayton	\$1 to \$150,000	50	47	Negotiated	Negotiated	46	43
	\$150,001 and above	Negotiated	N/A	Negotiated	N/A	Negotiated	N/A

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		Mfg. List % discount Std. lead	Quick Ship	Mfg. List % cost addition Std. lead	Quick Ship	Mfg. List % cost addition Std. lead	Quick Ship
Service Parts	All Order Sizes	35	N/A		N/A		N/A
New Products	All Order Sizes	Negotiated	Negotiated	Negotiated	Negotiated	Negotiated	Negotiated
Details (excludes Incognito, Special Products, New Products NOTE: I/Q allowed first tier pricing only.	\$1 to \$50,000	50	N/A				
	\$50,001 to \$144,000	51	N/A				
	\$144,001 and above	Negotiated	N/A	Negotiated	N/A	Negotiated	N/A
PolyVision Static Products MKBD/TKBD NOTE: excludes new products, Huddleboard, Accessories	All size order	49	N/A	Negotiated	Negotiated	Negotiated	Negotiated
PolyVision Interactive Products NOTE: excludes new products, extended warranties, premium service packages, accessories	All size order	49	N/A	Negotiated	Negotiated	Negotiated	Negotiated