

ATTACHMENT A			
NASPO ValuePoint - MA147 - State of Washington Participating Agreement - Washington Master Contract No.: 14422			
Steelcase Product and Discount Summary - Drop Ship			
	Discount from List Price - Drop Ship %		
March 2022	\$1-\$50,000	\$50,001-\$150,000	\$150K +
Systems Furniture and Accessories			
Monolithic Systems & Accessories			
Avenir	68.54%	71.58%	73.61% or more**
Answer, Univ Itc/Otc Bins/Shelves, Universal System Worksurfaces, Duo Storage w/ Answer, Answer Beam, Answer Fence	66.51%	68.03%	69.55% or more**
Kick Systems, Ts Bins & Shelves, Ts Worksurfaces	66.51%	66.51%	66.51% or more**
Standard Lighting, Utility Lighting	66.51%	66.51%	67.52% or more**
Adj Tables - Series 5	52.80%	53.31%	54.33% or more**
Frame and Tile & Accessories			
Answer, Montage, Univ Itc/Otc Bins/Shelves, Universal System Worksurfaces, Univ System Wksf-Wood, Duo Storage w/ Answer & Montage	66.51%	68.03%	69.55% or more**
Kick Systems, Ts Bins & Shelves, Ts Worksurfaces	66.51%	66.51%	66.51% or more**
Standard Lighting, Utility Lighting	66.51%	66.51%	67.52% or more**
Adj Tables - Series 5	52.80%	53.31%	54.33% or more**
Bottomline Task Light, LED Linear, LED Shelf Light	49.25%	50.27%	50.27% or more**
Balance of Worktools Products (with some Exceptions), Privacy, QT Pro, FLEX Mobile Power, CF Series Intro, Powerstrip Intro	48.24%	49.25%	49.25% or more**
Seating			
Protégé, Player	58.39%	59.40%	61.43% or more**
Criterion	68.54%	68.54%	68.54% or more**
462 Leap	58.39%	59.40%	60.43% or more**
media:scape, Brody Lounge, B Free, Umami, Sylvi Lounge, Balance of Orangebox Other	43.16%	44.18%	44.18% or more**
464 Leap Work Lounge, SILQ Seating, Nool, West Elm Steelcase Seating (including Belle, Boardwalk, Brighton, Mesa, Slope, Sterling)	49.25%	50.27%	51.28% or more**
487 Cachet, 490 Move, Node	52.30%	53.31%	54.33% or more**
Amia, Think, Reply, Steelcase Series 2	54.83%	55.34%	56.36% or more**
Steelcase Series 1	53.82%	54.83%	56.36% or more**
Gesture	54.83%	55.34%	56.36% or more**
Aspekt, Cura, Leela, Malibu, Mitra, Neighbor, Outlook Express, Outlook Hawthorne, Outlook Jarrah, Outlook Nikko, Outlook Sequoia, Sieste, Tava, Regard, Verge, Sorrel, X-tenz, Empath, Mineral, Surround, Embold, Balance of Health	44.18%	46.21%	46.21% or more**
Cobi, i2i, Kart, Qivi	50.27%	51.28%	52.30% or more**
Carl Hansen Seating	46.22%	46.22%	46.22% or more**
Max Stacker III, Balance of Steel	57.37%	58.39%	59.40% or more**
Siento, Collaboration, Mingle, Snodgrass 474 Wood, Balance of Wood	50.27%	52.30%	52.30% or more**
Bivi, Campfire, Crew, Jack, Jenny, Scoop, Shortcut, Uno, Lincoln, Buoy, alight, Sawyer, Balance of Turnstone	53.31%	57.37%	57.37% or more**
Coalesse Astor, Await, Bix, Bob, Capa, Circa, Coupe, Davos, Evaneau, Hosu, Joel, Lagunitas, Massaud, Millbrae, Montara650, Passerelle, Ripple, Sidewalk, SW_1,Swathmore, Switch, Thoughtful, Together, Topo, Visalia, Bindu, Chord, Enea, Enea Lottus, Kathryn, Lox, Last Minute, Emu collection, Wrapp, LessThanFive, Sistema, Balance of Coalesse	50.27%	50.27%	51.28% or more**
Desks/Tables			
Kick Freestanding	66.51%	66.51%	66.51% or more**
Answer Freestanding, Universal Pedestals, Universal Tables	66.51%	68.03%	69.55% or more**
c:scape, FrameOne, Divisio Screens	50.27%	52.30%	54.83% or more**
Post and Beam, Balance of Steelcase Steel	57.37%	58.39%	59.40% or more**
Univ Underworkesurface bookcase, 900 Series Underworkesurface Lateral, Universal Underworkesurface Lateral	62.45%	63.46%	64.48% or more**
TS Fixed Pedestals, TS Underworkesurface Laterals	60.42%	62.45%	63.46% or more**
Opus, Folio, Davenport, Aspekt, Leela, Mitra, Outlook Hawthorn, Outlook Jarrah, Outlook, Sequoia, Regard, Sieste, Sorrel, Tava, Sync, Pocket, Relay Arm, Exchange, Park, Senza, Waldorf, Neighbor, Opus, Freestanding, Chart Box, Mobile Overbed Tables, Convey, Balance of Health	44.18%	46.21%	46.21% or more**
media:scape, Thread Floor Power, Fitwork, B Free, Premium Whiteboard, Sans, Flow, Motif, Mobile, Balance of Polyvision, Balance of Orangebox Other	43.16%	44.18%	44.18% or more**
Adj Tables - Ology, Ology Bench, FLEX, FLEX HAD	52.30%	53.31%	55.34% or more**
Adj Tables - Migration, Migration SE Desk, Migration SE Bench	56.36%	56.86%	57.88% or more**
Verb	51.28%	54.33%	54.33% or more**
Elective Elements, Elective Elements - Param.	52.30%	54.33%	54.33% or more**
Convene, Mackinac, West Elm Greenpoint, Balance of Wood	50.27%	52.30%	52.30% or more**
Currency, Bivi, Tour, Groupwork, Campfire, Jenny, Simple, Bassline, alight, Verlay, Balance of Turnstone	53.31%	57.37%	57.37% or more**
Adj Tables - Series 5	52.80%	53.31%	54.33% or more**
Akira Tables, Sarto Privacy Screen, Elbrook, Universal Hard Surface Screen	50.27%	51.28%	52.30% or more**
Universal Privacy Screens, Soffio Screen	51.28%	52.30%	52.30% or more**
Carl Hansen Tables	46.22%	46.22%	46.22% or more**
Adj Tables - Airtouch	57.37%	61.43%	61.43% or more**
Coalesse Au Lait, Avon, Await, Ballet, Bix, Bob, Circa, Denizen, Diekman, E-Table 2, Enea, Enea Lottus, Free Stand, GH_1, Holy Day, Host, Lagunitas, Millbrae, Montata650, Passerelle, Potrero415, Reunion, Sebastopol, Sidewalk, Soft Leaf, SW_1, Switch, Train, Trees, Balance of Coalesse	50.27%	50.27%	51.28% or more**
Filing and Storage			
TS 200 Series Laterals, Overfile Cabinets, Balance of Steel	57.37%	58.39%	59.40% or more**
Ts Fixed Pedestals, TS Laterals, Ts Mobile Pedestals, Ts Tower Too, Ts Underworkesurface Latera, TS Large Storage Cabinets	60.42%	62.45%	63.46% or more**
Univ Bookcases, Univ Combination Cabinets, Univ Storage Cabinets, Univ Towers, Univ Wardrobe Cabinets, Univ Workstation Verticals, Universal Storage Acc., 900 Series	62.45%	63.46%	64.48% or more**
Laterals, Universal Laterals, Univ Storage Laminata, High Density Storage			
Univ Pedestals	66.51%	68.03%	69.55% or more**
Garland, Victor2, Walden, Balance of Wood	50.27%	52.30%	52.30% or more**
Currency, Payback, Bivi, Tour, Balance of Turnstone	53.31%	57.37%	57.37% or more**
Folio, Ainsley, Opus, Sonata, Davenport, Park, Senza, Waldorf, Convey, Balance of Health	44.18%	46.21%	46.21% or more**
Coalesse Denizen, Exponents, New Exponents, Host, Sidewalk	50.27%	50.27%	51.28% or more**
EXCEPTIONS			
• Steelcase Steel and Wood Price Lists: New Products, eno Accessories, eno Whiteboards, Low Profile Floor, PW LSG Framing, Room Wizard 2.0, Space Analytics, STC Workplace Advisor, Subscription & Services, Technology Upgrades, V.I.A, Leap Worklounge and Ottoman.			
• Steelcase Worktools Price Lists: New Products.			
• Turnstone Price Lists: New Products			
• Coalesse Price Lists: New Products, Arzu, Nanimarquina Collection			
• Steelcase Health Price Lists: New Products.			
• Orangebox: New Products, Acoustic Pods			
OTHER			
• Only orders from Steelcase Steel, Steelcase Wood, and Steelcase Worktools Price Lists may be combined for the purpose of defining order size.			
• Terms and Conditions for the delivery and installation of architectural products will be negotiated on a project-by-project basis.			