

## HAWORTH'S US COMMUNITIES MULTIPLE AWARD CONTRACT DISCOUNTS CUSTOMER COPY

55603 AA for orders shipping to continental U.S. locations, accessing North American price list

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
I Regular Lead Time	UniGroup® NW/WT PLACES® NW/WT and FW, UniGroup® Too Adaptable Components					\$1-\$100,000 \$100,001 or More	71% Negotiable
Rush						\$1 or More	61%
II Regular Lead Time	IF, RACE®, PREMISE® NW/WT, Moxie™, Components, Compose					\$1-\$100,000 \$100,001 or More	68% Negotiable
Rush						\$1 or More	53%
III Regular Lead Time		Monaco®, Improv®, Look	Beside, X Series® Casegoods, Files & Storage V Series® Casegoods, Files & Storage			\$1-\$50,000 \$50,001 or More	63% Negotiable
Rush						\$1 or More	57%
IV Regular Lead Time		X99®				\$1-\$50,000 \$50,001 or More	60% Negotiable
Rush						\$1 or More	54%
V Regular Lead Time	Patterns Reside Openest Intuity, Active Components	Composites™, Forenze™, Hello™, Tally™, ToDo®, Poppy		Masters, Suite		\$1-\$25,000 \$25,001 or More	53% Negotiable
Rush						\$1 or More	41%
VI Regular Lead Time		Cassis, Candor				\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush						\$1 or More	41%
VII Regular Lead Time	450 Series, Tempo™, Planes™ Compose Storage, Pip					\$1-\$25,000 \$25,001 or More	58% Negotiable
Rush						\$1 or More	55%
VIII Regular Lead Time	Jump®Stuff, Boogie Board, Belong, European Product The Haworth Collection NA Products					\$1-\$10,000 \$10,001 or More	41% Negotiable
IX Regular Lead Time		Very™ Very Task				\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush						\$1 or More	50%
X Regular Lead Time					Enclose	\$1-\$100,000 \$100,001-\$500,000 \$500,001 or More	55% 57% Negotiable
XI Regular Lead Time					TecCrete®	\$1 to \$100,000 \$100,001 or More	62% Negotiable

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
XII Regular Lead Time					Powerweb	\$1-\$100,000 \$100,001-\$500,000 \$500,001 or More	60% 62% Negotiable
XIII Regular Lead Time	Haworth Collection Poltrona Frau, Cappellini, Cassina					\$1 or More	15%
XIV Regular Lead Time	Harbor Work Lounge					\$1 or More	50%
XV Regular Lead Time	HHE Healthcare					\$1 or More	57.2%
XVI Regular Lead Time			A Series			\$1 or More	53%
XVII Regular Lead Time		Zody				\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush						\$1 or More	41%
XVIII Regular Lead Time		Lively				\$1 or More	60%
XIX Regular Lead Time	Workware					\$1 or More	55%
XX Regular Lead Time	Everyday Office (Hop, Jump, Jive and Swivel)					\$1 or More	50%
XXI Regular Lead Time	Ergotron					\$1 or More	47.5%
XXII Regular Lead Time		Fern				\$1 or More	50%

\*\*Seller offers the above mentioned discounts on products included in this Agreement which are offered in Seller's RUSH Programs. See the current price list(s) for a description of the products included in these programs.

- A. Only the items stated within each product group may be combined on a single purchase order for purposes of attaining a higher discount tier and/or negotiable discount tier. DIFFERENT PRODUCT GROUPS OR LEAD TIMES MAY NOT be combined together for purposes of attaining the next pricing tier.
- B. The applicable discount will be separately negotiated for new products or lead time programs introduced by Seller during the term of this Agreement.

**ATTACHMENT A  
PRICE SHEET - HAWORTH'S MULTIPLE AWARD CONTRACT**

PRODUCT	Manufacturer Discount Percent from List Price (or other objectively verifiable criteria)					
	List Price	Drop Ship*	Inside Delivery	Basic Installation*	Expanded Installation*	Volume Discounts (Use more columns as necessary.)
UniGroup NW/WT, PLACES NW/WT and FW, UniGroup Too, Adaptabe Components	\$1-\$100,000 \$100,001 and up	71% Negotiable	66% to 68.5% off list	66% to 68.5% off list	64% to 68% off list	71% Negotiable
IF, RACE, PREMISE NW/WT, Moxie, Components, Compose	\$1-\$100,000 \$100,001 and up	68% Negotiable	63% to 65.5% off list	63% to 65.5% off list	61% to 65% off list	68% Negotiable
Accolade, Monaco, System 58, Improv, System12, Look, PLACES Too Casegoods, Files & Storage, 950 Series Files & Storage, Beside, X Series Casegoods, Files & Storage, V Series Casegoods, Files & Storage	\$1-\$50,000 \$50,001 and up	63% Negotiable	58% to 60.5% off list	58% to 60.5% off list	56% to 60% off list	63% Negotiable
X99	\$1-\$50,000 \$50,001 and up	60% Negotiable	55% to 57.5% off list	55% to 57.5% off list	53% to 57% off list	60% Negotiable
Patterns, Reside, Composites, Forenze, Galerie, Hello, Prescott, Tally, Tuxedo, ToDo Cassis, Candor, Lively, PLACES Wood Casegoods Varia, Orlando, Tripoli, York, Vancouver, Masters, Series K, Orlando LS	\$1-\$25,000 \$25,001 and up	53% Negotiable	48% to 50.5% off list	48% to 50.5% off list	46% to 50% off list	53% Negotiable
Tactics, 450 Series, Tempo, Plane, Compose Wood, Kinetics, Tempo, Zoo Chu	\$1-\$25,000 \$25,001 and up	58% Negotiable	53% to 55.5% off list	53% to 55.5% off list	51% to 55% off list	58% Negotiable
JumpStuff, BRAZO, Boogie Board, Belong, European Product The Haworth Collection, BRAZO, Lim	\$1-\$10,000 \$10,001 and up	41% Negotiable	36% to 38.5% off list	36% to 38.5% off list	34% to 38% off list	41% Negotiable
Zody, Very, Very Task	\$1-\$25,000 \$25,001 and up	55% Negotiable	50% to 52.5% off list	50% to 52.5% off list	48% to 52% off list	55% Negotiable
Healthcare	\$1-\$100,000 \$100,001 and up	47% Negotiable	42% to 44.5% off list	42% to 44.5% off list	40% to 44% off list	47% Negotiable
<b>Other Related Products</b>						
Enclose Walls	\$1-\$100,000 \$100,001-\$500,000 \$500,001 and up	See Note Below	55% 57% Negotiable	Architectural Products are quoted by	Architectural Products are quoted by	55% 57% Negotiable
Lifespace Walls	\$1-\$100,000 \$100,001-\$500,000 \$500,001 and up	See Note Below	56% 58% Negotiable	Architectural Products are quoted by project	Architectural Products are quoted by project	56% 58% Negotiable
TecCrete Flooring	\$1-\$100,000 \$100,000 and up	See Note Below	62% Negotiable	Architectural Products are quoted by project	Architectural Products are quoted by project	62% Negotiable
Powerweb	\$1-\$100,000 \$100,001-\$500,000 \$500,001 and up	See Note Below	60% 62% Negotiable	Architectural Products are quoted by project	Architectural Products are quoted by project	60% 62% Negotiable
<b>Additional Services and Solutions</b>		<b>Hourly Rates (A range is acceptable)</b>				
Installation	\$28	\$36				
After Hours Installation	\$39	\$54				
Holidays and Sunday Installation	\$56	\$72				
Design	\$60	\$75				
Project Management	\$35	\$45				
Asset Management	\$18	\$28				
Refurbishment	\$32	\$42				
		<b>Monthly Fee Include any additional options offered</b>				
Storage (per cubic square foot)	\$0.95	\$1.60				
<b>Other Related Services and Solutions</b>		<b>Hourly Rates</b>				
Reconfiguration	\$28	\$36				
After Hours Installation	\$39	\$54				
Holidays and Sunday Installation	\$56	\$72				
Rental Furniture Services (see below for details)	Quoted by Project					
<b>Note:</b> 1. Drop Ship price includes product delivery to the site, the purchaser is responsible for unloading. 2. Inside Delivery price includes product delivered to the site and unloaded 3. Basic Installation price to include inside delivery, uncrating, assembly, installation, removal of all debris from premises, installation documents and the bill of materials per the purchaser's approved plan and specifications. 4. Expanded Service Installation price to include basic installation; field measurements surveyed, documented and coordinated; electrical and tele/data infeed locations are surveyed, documented and coordinated; attend required coordination meetings with purchaser and other contractors; and creation and implementation of punch list by project manager						

**\*Note:**

1. Haworth's list pricing includes FOB destination and unloading at dock.
2. Installation pricing based on the following:
  - a. Performed during normal business hours 7:00 am to 5:00 pm Monday through Friday – no holidays
  - b. Non-union labor
  - c. Free and clear access to loading docks and elevators
  - d. Job site to be free and clear of other trades
  - e. Reasonable access to Space
  - f. Where applicable, Haworth will abide by union or prevailing wage rates

**Rental Furniture Services - Haworth recommends the use of Brook Furniture Rental to provide rental services. Our certified Haworth dealer will work with the qualifying agency to specify, purchase, install and remove product as required for the project**