

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 |

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| 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 | | Soji | | | | \$1-\$25,000 \$25,001 or More | 50% Negotiable |
| XX Regular Lead Time | Workware | | | | | \$1 or More | 55% |
| XXI Regular Lead Time | Everyday Office (Hop, Jump, Jive and Swivel) | | | | | \$1 or More | 50% |
| XXII Regular Lead Time | Ergotron | | | | | \$1 or More | 47.5% |
| XXIII Regular Lead Time | | Fern | | | | \$1 or More | 50% |
| XXIV Regular Lead Time | Haworth Collection- Janus et Cie | | | | | \$1 or More | 15% |

**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.

HAWORTH'S US COMMUNITIES MULTIPLE AWARD CONTRACT DISCOUNTS CIF - CUSTOMER COPY

55603 BB for orders shipping to Non-continental U.S. and overseas International 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 | 68% Negotiable |
| Rush | | | | | | \$1 or More | 58% |
| II Regular Lead Time | RACE®, PREMISE® NW/WT, Moxie™, Components, Compose, IF | | | | | \$1-\$100,000 \$100,001 or More | 65% Negotiable |
| Rush | | | | | | \$1 or More | 50% |
| 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 | 60% Negotiable |
| Rush | | | | | | \$1 or More | 54% |
| IV Regular Lead Time | | X99® | | | | \$1-\$50,000 \$50,001 or More | 57% Negotiable |
| Rush | | | | | | \$1 or More | 51% |
| V Regular Lead Time | Patterns Reside Openest, Intuity | Composites™, Forenze™, Hello™, Tally™, ToDo®, Poppy | | Masters, Suite | | \$1-\$25,000 \$25,001 or More | 50% Negotiable |
| Rush | | | | | | \$1 or More | 38% |
| VI Regular Lead Time | | Cassis, Candor | | | | \$1-\$25,000 \$25,001 or More | 52% Negotiable |
| Rush | | | | | | \$1 or More | 38% |
| VII Regular Lead Time | 450 Series, Tempo™, Planes™, Compose Storage, Pip | | | | | \$1-\$25,000 \$25,001 or More | 55% Negotiable |
| Rush | | | | | | \$1 or More | 52% |
| VIII Regular Lead Time | Jump®Stuff, Boogie Board, Belong, The Haworth Collection NA Products | | | | | \$1-\$10,000 \$10,001 or More | 38% Negotiable |
| IX Regular Lead Time | | Very™ Very Task | | | | \$1-\$25,000 \$25,001 or More | 52% Negotiable |
| Rush | | | | | | \$1 or More | 47% |
| X Regular Lead Time | | | | | Enclose | \$1-\$100,000 \$100,001-\$500,000 \$500,001 or More | 52% 54% Negotiable |
| XI Regular Lead Time | | | | | Powerweb | \$1-\$100,000 \$100,001-\$500,000 \$500,001 or More | 57% 59% Negotiable |
| XII Regular Lead Time | Harbor Work Lounge | | | | | \$1 or More | 47% |

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|----------------------------|---|---------|--------------|------------------------------|---|----------------------------------|--------------------------------|
| XIII Regular Lead Time | HHE Healthcare | | | | | \$1 or More | 54.2% |
| XIV Regular Lead Time | | | A Series | | | \$1 or More | 53% |
| XV Regular Lead Time | | Zody | | | | \$1-\$25,000 \$25,001 or More | 52% Negotiable |
| Rush | | | | | | \$1 or More | 38% |
| XVI Regular Lead Time | | Lively | | | | \$1-\$25,000 \$25,001 or More | 56.25% Negotiable |
| XVII Regular Lead Time | | Soji | | | | \$1-\$25,000 \$25,001 or More | 47% Negotiable |
| XVIII Regular Lead Time | Workware | | | | | \$1 or More | 52% |
| XIX Regular Lead Time | Everyday Office (Hop, Jump, Jive and Swivel) | | | | | \$1 or More | 47% |
| XX Regular Lead Time | | Fern | | | | \$1 or More | 47% |
| XXI Regular Lead Time | Ergotron | | | | | \$1 or More | 44.5% |
| XXII Regular Lead Time | Haworth Collection Poltrona Frau, Cappellini, Cassina | | | | | \$1 or More | 12% |
| XXIII Regular Lead Time | Haworth Collection- Janus et Cie | | | | | \$1 or More | 12% |

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- 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) | | | | | | Volume Discounts (Use more columns as necessary.) |
|---|---|---|--------------------------|--|--|--------------------------|--|
| | List Price | Drop Ship* | Inside Delivery | Basic Installation* | Expanded Installation* | | |
| UniGroup Adaptabe Components <input type="checkbox"/> NW | \$1-\$100,000 \$100,001 and up | 71% Negotiable | 71% Negotiable | 66% to 68.5% off list | 64% to 68% off list | 71% Negotiable | |
| IF, RACE <input type="checkbox"/> PREMISES, Components, Composite | \$1-\$100,000 \$100,001 and up | 68% Negotiable | 68% Negotiable | 63% to 65.5% off list | 61% to 65% off list | 68% Negotiable | |
| Accolade <input type="checkbox"/> Too Caseloads, Files & Storage, 950 Series Files & Storage, Beside, X Series Storage <input type="checkbox"/> Cas | \$1-\$50,000 \$50,001 and up | 63% Negotiable | 63% Negotiable | 58% to 60.5% off list | 56% to 60% off list | 63% Negotiable | |
| X99 <input type="checkbox"/> | \$1-\$50,000 \$50,001 and up | 60% Negotiable | 60% Negotiable | 55% to 57.5% off list | 53% to 57% off list | 60% Negotiable | |
| Patterns, Reside, Composites Tally <input type="checkbox"/> Tuxed <input type="checkbox"/> C | \$1-\$25,000 \$25,001 and up | 53% Negotiable | 53% Negotiable | 48% to 50.5% off list | 46% to 50% off list | 53% Negotiable | |
| Series K <input type="checkbox"/> Orlando LS <input type="checkbox"/> | \$1-\$25,000 \$25,001 and up | 58% Negotiable | 58% Negotiable | 53% to 55.5% off list | 51% to 55% off list | 58% Negotiable | |
| Tactics Tempo, Zoo Chu <input type="checkbox"/> 45 | \$1-\$10,000 \$10,001 and up | 41% Negotiable | 41% Negotiable | 36% to 38.5% off list | 34% to 38% off list | 41% Negotiable | |
| lump The Haworth Collection, BRAZO, Lim <input type="checkbox"/> Stuff, B | \$1-\$25,000 \$25,001 and up | 55% Negotiable | 55% Negotiable | 50% to 52.5% off list | 48% to 52% off list | 55% Negotiable | |
| Zody, Very <input type="checkbox"/> Very Task | \$1-\$100,000 \$100,001 and up | 47% Negotiable | 47% Negotiable | 42% to 44.5% off list | 40% to 44% off list | 47% Negotiable | |
| Healthcare | | | | | | | |
| Other Related Products | | | | | | | |
| Enclose Walls | \$1-\$100,000 \$100,001-\$500,000 \$500,001 and up | 55% 57% Negotiable | 55% 57% Negotiable | Architectural Products are quoted by project | Architectural Products are quoted by project | 55% 57% Negotiable | |
| Lifespace Walls | \$1-\$100,000 \$100,001-\$500,000 \$500,001 and up | 56% 58% Negotiable | 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 | 62% Negotiable | 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 | 60% 62% Negotiable | 60% 62% Negotiable | Architectural Products are quoted by project | Architectural Products are quoted by project | 60% 62% Negotiable | |
| Additional Services and Solutions | | Hourly Rates (A range is acceptable) | | | | | |
| 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 | | | | | |
| Mosaic Procurement Tool - Silver Level | No Charge | No Charge | | | | | |
| | | Monthly Fee Include any additional options offered | | | | | |
| Storage (per cubic square foot) | \$0.95 | \$1.60 | | | | | |
| Other Related Services and Solutions | | Hourly Rates | | | | | |
| Reconfiguration | \$28 | \$36 | | | | | |
| After Hours Installation | \$39 | \$54 | | | | | |
| Holidays and Sunday Installation | \$56 | \$72 | | | | | |
| Note: | | | | | | | |
| 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: | | | | | | | |
| 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 | | | | | | | |