

**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
Other Related Products						
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
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				
		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				
Rental Furniture Services (see below for details)	Quoted by Project					
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:**

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

**HAWORTH SERVICE RATE SHEET
US COMMUNITIES CONTRACT - COMMITTED PRICING**

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, Adaptable Components	\$1-\$100,000 \$100,001 and up	73% Negotiable	68% to 70.5% off list	68% to 70.5% off list	66% to 70% off list	73% Negotiable
IF, RACE, PREMISE NW/WT, Moxie, Components, Compose	\$1-\$100,000 \$100,001 and up	70% Negotiable	65% to 67.5% off list	65% to 67.5% off list	63% to 67% off list	70% 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	65% Negotiable	60% to 62.5% off list	60% to 62.5% off list	58% to 62% off list	65% Negotiable
X99	\$1-\$50,000 \$50,001 and up	62% Negotiable	57% to 59.5% off list	57% to 59.5% off list	55% to 59% off list	62% 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	60% Negotiable	55% to 57.5% off list	55% to 57.5% off list	53% to 57% off list	60% 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% of list	36% to 38.5% of list	34% to 38% off list	41% Negotiable
Zody, Very, Very Task	\$1-\$25,000 \$25,001 and up	57% Negotiable	52% to 54.5% off list	52% to 54.5% off list	50% to 54% off list	57% Negotiable
Healthcare	\$1-\$100,000 \$100,001 and up	49% Negotiable	44% to 46.5% off list	44% to 46.5% off list	42% to 46% off list	49% Negotiable
Other Related Products						
Enclose Walls	\$1-\$100,000 \$100,001-\$500,000 \$500,001 and up	55% 57% Negotiable	See Note Below	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	59% 61% Negotiable	See Note Below	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	See Note Below	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	See Note Below	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				
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Other Related Services and Solutions		Hourly Rates				
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Rental Furniture Services (see below for more details)	Quoted by Project					

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1. Drop Ship price includes product delivery to the site, the purchaser is responsible for unloading.
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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.
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