

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		Accolade®, Monaco®, System 58, Improv®, System12, Look	Beside, 950 Series Files 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™, Galerie™, Hello™, Prescott™, Tally™, Tuxedo™, ToDo®, Poppy		PLACES® Wood Casegoods Orlando™, Tripoli™, York, Vancouver™, Masters, Series K™, Orlando LS™, 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	Tactics®, 450 Series, Tempo™, Planes™ Compose Wood	Tempo				\$1-\$25,000 \$25,001 or More	58% Negotiable
Rush						\$1 or More	55%
VIII Regular Lead Time	Jump® Stuff, BRAZO Boogie Board, Belong, European Product The Haworth Collection BRAZO, Lim					\$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	Poltrona Frau					\$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.
- C. Price protection to the price list dated June 1, 2015 with a price adjustment increase multiplier of 2.11%

**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 columns as necessary.)
UniGroup Adaptabe Components	\$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	\$1-\$100,000 \$100,001 and up	66% Negotiable	66% Negotiable	63% to 65.5% off list	61% to 65% off list	68% Negotiable
Accolade PLACES Storage, Beside, X Series Casegoods, Files & Storage	\$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	\$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 Prescott PLACES Vancouver	\$1-\$25,000 \$25,001 and up	53% Negotiable	53% Negotiable	48% to 50.5% off list	46% to 50% off list	53% Negotiable
Tactics Tempo, Zoo Chu	\$1-\$25,000 \$25,001 and up	58% Negotiable	58% Negotiable	53% to 55.5% off list	51% to 55% off list	58% Negotiable
Jump The Haworth Collection, BRAZO, Lim Zody, Very	\$1-\$10,000 \$10,001 and up	41% Negotiable	41% Negotiable	36% to 38.5% off list	34% to 38% off list	41% Negotiable
Healthcare	\$1-\$25,000 \$25,001 and up	55% Negotiable	55% Negotiable	50% to 52.5% off list	48% to 52% off list	55% Negotiable
Healthcare	\$1-\$100,000 \$100,001 and up	47% Negotiable	47% Negotiable	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	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						