

This pricing document includes competitive pricing for an agency that would like to purchase Haworth products as well as keep the option to purchase from other suppliers.

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		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%

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
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%

**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)						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 <input type="checkbox"/> 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 Casegoods, Files & Storage, 950 Series Files & Storage, Beside, X Series <input type="checkbox"/> Cas 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 <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 Casegoods Varia <input type="checkbox"/> C Series K <input type="checkbox"/> Orlando LS <input type="checkbox"/>	\$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 <input type="checkbox"/> 45 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	
lump <input type="checkbox"/> Stuff, B The Haworth Collection, BRAZO, Lim	\$1-\$10,000 \$10,001 and up	41% Negotiable	41% Negotiable	36% to 38.5% off list	34% to 38% off list	41% Negotiable	
Zody, Very <input type="checkbox"/> Very Task	\$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							