

<b>One Workplace Balance of Line Discounting</b>								
<b>Milpitas Unified School District Bid Number 14.1</b>								
<b>3.17.17 - FINAL</b>								
<b>Manufacturer / Category</b>	<b>% Discount Off List Price</b>				<b>Delivery &amp; Installation Information</b>			
<b>Smith System (All Items)</b>	25% off list price (installed)		35% off list price (dropship)		* Delivery & installation not to exceed 9% of total list price for non-Prevailing Wage			
	* Negotiated tier pricing for projects over \$200K list.							
<b>Steelcase</b>	\$1-\$75K List	\$75,001 - \$175K List	\$175,001K - \$300K List	\$300K List & Above	* Delivery & installation not to exceed 7% of total list price for non-Prevailing Wage			
Balance of Steelcase Steel Products Including 800 Laterals (other than products and exceptions below)	57%	58%	59%	Negotiable				
TS Fixed Pedestals	53%	55%	57%	Negotiable				
Cobi, i2i	48%	50%	52%	Negotiable				
Currency, Payback, Sawyer	53%	55%	57%	Negotiable				
Balance of Steelcase Wood Including FlexFrame and Arbor Square-Chamfer (other than products & exceptions below)	49%	51%	52%	Negotiable				
Elective Elements 6	49%	51%	52%	Negotiable				
c:scape, FrameOne	46%	48%	50%	Negotiable				
Balance of Steel	57%	58%	59%	Negotiable				
Turnstone	53%	55%	57%	Negotiable				
<b>Steelcase</b>	\$1-\$50K List	\$50,001 - \$300K List	\$300,001K - \$500K List	\$500K List & Above				
Groupwork, TS Mobile Pedestals, TS Tower Too, TS Under Worksurface Laterals, TS Bins & Shelves	51%	53.00%	55.00%	Negotiable				
Akira	49%	50.00%	52.00%	Negotiable				
Airtouch	47.50%	50.50%	52.75%	Negotiable				
Node	48%	51.50%	53.75%	Negotiable				
Move	53%	54.00%	55.00%	Negotiable				

Alight, Campfire	53%	55.00%	57.00%	Negotiable			
Balance Of Details, Work tools	49%	50.00%	Negotiable	Negotiable			
Pathway Post & Beam System	57%	57.00%	58.00%	Negotiable			
<b>Steelcase</b>	\$1-\$15K List	\$15,001 - \$100K List	\$100,001K - \$300K List	\$300K List & Above			
Verb	52%	52.00%	55.00%	Negotiable			
<b>Steelcase</b>	\$1-\$50K List	\$50 - \$200K List	\$200K List & Above				
Verb	48%	50.00%	Negotiable				
<b>EXCEPTIONS</b>							
Steelcase Steel Price Lists: New Products, Education Technology Products, Leap Work lounge and Ottoman, Other Technology Products, Post & Beam System.							
Steelcase Wood Price Lists: New Products, Siento							
Turnstone Price Lists: New Products							
Coalesse Price Lists: Arzu, Carl Hansen.							
Details Price Lists: New Products, Fitwork.							
Nurture Price Lists: New Products.							
<b>OTHER</b>							
Coalesse Products may be subject to special freight terms. Consult Dealer for specific details.							
Only Orders from Steelcase Steel and Steelcase Wood price lists may be combined for the purpose of defining Order Size.							
Separate pricing and terms apply to architectural products. Contact Dealer for pricing and availability.							
Pricing for service parts will be quoted upon request.							