

This pricing document includes the committed discount structure for agencies that agree to purchase substantially all of their interior solutions from Haworth. Your commitment to purchase Haworth's complete offering of interior solutions provides a more economical purchasing solution.

**HAWORTH US COMMUNITIES COMMITTED PRICING CONTRACT
DISCOUNTS CUSTOMER COPY**

N121126 / 55611 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 Adaptabe Components					\$1-\$100,000 \$100,001 or More	73% Negotiable
Rush						\$1 or More	63%
II Regular Lead Time	IF, RACE®, PREMISE® NW/WT, Moxie™, Components, Compose					\$1-\$100,000 \$100,001 or More	70% Negotiable
Rush						\$1 or More	55%
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	65% Negotiable
Rush						\$1 or More	59%
IV Regular Lead Time		X99®				\$1-\$50,000 \$50,001 or More	62% Negotiable
Rush						\$1 or More	56%
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	55% Negotiable
Rush						\$1 or More	43%
VI Regular Lead Time		Cassis, Candor				\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush						\$1 or More	43%
VII Regular Lead Time	Tactics®, 450 Series, Tempo™, Planes™ Compose Wood, Immerse, Pip					\$1-\$25,000 \$25,001 or More	60% Negotiable
Rush						\$1 or More	57%
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		Zody Very™ Very Task				\$1-\$25,000 \$25,001 or More	57% 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

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	52%
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		Lively				\$1 or More	60%
XVIII Regular Lead Time		Soji				\$1-\$25,000 \$25,001 or More	52%
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	50%
XXII Regular Lead Time		Fern				\$1 or More	50%
XXIII Regular Lead Time	Haworth Collection- Janus et Cie					\$1 or More	17%

**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 US COMMUNITIES COMMITTED PRICING
CONTRACT DISCOUNTS CIF CUSTOMER COPY**

N121126 / 55611 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 Adaptabe Components					\$1-\$100,000 \$100,001 or More	70% Negotiable
Rush						\$1 or More	60%
II Regular Lead Time	IF, RACE®, PREMISE® NW/WT, Moxie™, Components, Compose					\$1-\$100,000 \$100,001 or More	67% Negotiable
Rush						\$1 or More	52%
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	62% Negotiable
Rush						\$1 or More	56%
IV Regular Lead Time		X99®				\$1-\$50,000 \$50,001 or More	59% Negotiable
Rush						\$1 or More	53%
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	52% Negotiable
Rush						\$1 or More	40%
VI Regular Lead Time		Cassis, Candor				\$1-\$25,000 \$25,001 or More	52% Negotiable
Rush						\$1 or More	38%
VII Regular Lead Time	Tactics®, 450 Series, Tempo™, Planes™ Compose Wood, Immerse, Pip					\$1-\$25,000 \$25,001 or More	57% Negotiable
Rush						\$1 or More	54%
VIII Regular Lead Time	Jump@Stuff, BRAZO Boogie Board, Belong, European Product The Haworth Collection BRAZO, Lim					\$1-\$10,000 \$10,001 or More	40% Negotiable
IX Regular Lead Time		Zody Very™ Very Task				\$1-\$25,000 \$25,001 or More	54% 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	49%

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	50%
XV Regular Lead Time		Lively				\$1-\$25,000 \$25,001 or More	57% Negotiable
XVI Regular Lead Time		Soji				\$1-\$25,000 \$25,001 or More	49% Negotiable
XVII Regular Lead Time	Workware					\$1 or More	52%
XVIII Regular Lead Time	Everyday Office (Hop, Jump, Jive, and Swivel)					\$1 or More	47%
XIX Regular Lead Time	Ergotron					\$1 or More	47%
XX Regular Lead Time		Fern				\$1 or More	47%
XXI Regular Lead Time	Haworth Collection- Janus et Cie					\$1 or More	14%

**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.



U.S. COMMUNITIES®
GOVERNMENT PURCHASING ALLIANCE