

HAWORTH

OMNIA PARTNERS PROGRAM INFORMATION

General Information

- Details about the OMNIA Partners program are available at www.omniapartners.com; Public Sector; Search "Haworth"
- Agencies must be registered to participate in the program. There is no obligation to purchase and there are no fees to participate. Check web site to verify if an agency is a registered participant.
- Current pricing is available in Haworth Library, Government section, OMNIA Partners.
- OMNIA Partners contract number: 2020000606.

Contract Information:

- Start Date January 1, 2020.
- End Date December 31, 2024.
- Discounts are for **product only**.
- Discounts apply to May 2022 price list and are subject to change.
- For service prices such as design, installation, storage, etc. refer to Exhibit A - Pricing Sheet for the OMNIA Partners contract (last page of this document).

Price Agreement Information

Domestic (Continental United States)

80435 AA Multiple Award

81784 AA Sole Source Pricing

Overseas (Hawaii and Alaska)

80435 BB CIF Multiple Award

81784 BB CIF Sole Source Pricing

Haworth Contact Information

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OMNIA PARTNERS MULTIPLE AWARD CONTRACT DISCOUNTS CUSTOMER COPY

80435 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®, PLACES®, UniGroup® Too Adaptable Components					\$1-\$100,000 \$100,001 or More	71% Negotiable
Rush**						\$1 or More	61%
II Regular Lead Time	PREMISE®, Compose®, IF					\$1-\$100,000 \$100,001 or More	68% Negotiable
Rush**						\$1 or More	53%
III Regular Lead Time			Beside® X Series® Casegoods V Series® Casegoods			\$1-\$50,000 \$50,001 or More	63% Negotiable
Rush**						\$1 or More	57%
IV Regular Lead Time		Monaco®, Improv®				\$1-\$25,000 \$25,001 or More	63% Negotiable
V Regular Lead Time		X99®				\$1-\$25,000 \$25,001 or More	60% Negotiable
Rush**						\$1 or More	54%
VI Regular Lead Time	Patterns™ Reside® Desking Intuity®, Active Components™, Be_Hold Storage					\$1-\$50,000 \$50,001 or More	53% Negotiable
Rush**						\$1 or More	41%
VII Regular Lead Time		Hello®, ToDo®, Openest®, Poppy™, Riverbend™, Pebble™ Cabana Lounge™				\$1-\$25,000 \$25,001 or More	53% Negotiable
Rush**						\$1 or More	41%
VIII Regular Lead Time				Masters Series® Suite™		\$1-\$100,000 \$100,001 or More	53% Negotiable
Rush**						\$1 or More	41%
IX Regular Lead Time		Cassis™, Candor®				\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush**						\$1 or More	41%
X Regular Lead Time	Planes®, Upside		Compose® Storage			\$1-\$50,000 \$50,001 or More	58% Negotiable
Rush**						\$1 or More	55%
XI Regular Lead Time	Belong™ & Jump®stuff Work Tools					\$1-\$10,000 \$10,001 or More	48.75% Negotiable

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Caseworks & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
XII Regular Lead Time	Haworth Collection-Haworth®					\$1-\$50,000 \$50,001 or More	41% Negotiable
XIII Regular Lead Time		Very® Very® Task Zody®				\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush**						\$1 or More	50%
XIV Regular Lead Time					Enclose® Walls Glass	\$1-\$100,000 \$100,001 or More	55% Negotiable
XV Regular Lead Time	Haworth Collection - Poltrona Frau®, Cappellini®, Cassina® Haworth Collection-Pablo Designs					\$1 or More	15%
XVI Regular Lead Time		Harbor Work Lounge®				\$1-\$50,000 \$50,001 or More	50% Negotiable
XVII Regular Lead Time	Haworth® Health Environments, Atwell™					\$1-\$50,000 \$50,001 or More	57.2% Negotiable
XVIII Regular Lead Time			A Series®			\$1-\$50,000 \$50,001 or More	53% Negotiable
XIX Regular Lead Time		Lively®				\$1-\$25,000 \$25,001 or More	60% Negotiable
XX Regular Lead Time		Soji®				\$1-\$25,000 \$25,001 or More	50% Negotiable
Rush**						\$1 or More	41.8%
XXI Regular Lead Time	Workware®, Technology Products					\$1-\$10,000 \$10,001 or More	55% Negotiable
XXII Regular Lead Time	Everyday Office (Hop®, Jump®) Jive®, Swivel™					\$1-\$50,000 \$50,001 or More	50% Negotiable
Rush**						\$1 or More	45%
XXIII Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	47.5% Negotiable
XXIV Regular Lead Time		Fern®				\$1-25,000 \$25,001 or More	50% Negotiable
XXV Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,001 or More	58% Negotiable
XXVI Regular Lead Time	Haworth Collection-JANUS et Cie					\$1-\$50,000 \$50,001 or More	15% Negotiable
XXVII Regular Lead Time	Haworth Collection-GAN					\$1 or More	10%

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Caseloads & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
XXVIII Regular Lead Time	BuzziSpace					\$1-\$50,000 \$50,001 or More	35% Negotiable
XXIX Regular Lead Time		Maari				\$1-\$25,000 \$25,001 or More	54% Negotiable

**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.

**OMNIA PARTNERS MULTIPLE AWARD CONTRACT DISCOUNTS CIF -
CUSTOMER COPY**

80435 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® PLACES® UniGroup® Too Adaptable Components					\$1-\$100,000 \$100,001 or More	68% Negotiable
Rush**						\$1 or More	58%
II Regular Lead Time	PREMISE® Compose®, IF					\$1-\$100,000 \$100,001 or More	65% Negotiable
Rush**						\$1 or More	50%
III Regular Lead Time			Beside® X Series® Casegoods V Series® Casegoods			\$1-\$50,000 \$50,001 or More	60% Negotiable
Rush**						\$1 or More	54%
IV Regular Lead Time		Monaco®, Improv®				\$1-\$25,000 \$25,001 or More	60% Negotiable
Rush**						\$1 or More	54%
V Regular Lead Time		X99®				\$1-\$25,000 \$25,001 or More	57% Negotiable
Rush**						\$1 or More	51%
VI Regular Lead Time	Patterns™ Reside® Desking Intuity®, Active Components™,Be_Hold Storage					\$1-\$50,000 \$50,001 or More	50% Negotiable
Rush**						\$1 or More	38%
VII Regular Lead Time		Hello®, ToDo®, Openest®, Poppy™, Riverbend™, Pebble™, Cabana Lounge™				\$1-\$25,000 \$25,001 or More	50% Negotiable
VIII Regular Lead Time				Masters Series®, Suite™		\$1-\$100,000 \$100,001 or More	50% Negotiable
Rush**						\$1 or More	38%
IX Regular Lead Time		Cassis, Candor				\$1-\$25,000 \$25,001 or More	52% Negotiable
Rush**						\$1 or More	38%
X Regular Lead Time	Planes®,Upside		Compose® Storage			\$1-\$50,000 \$50,001 or More	55% Negotiable
Rush**						\$1 or More	52%
XI Regular Lead Time	Belong™ & Jump®stuff Work Tools					\$1-\$10,000 \$10,001 or More	45.75% Negotiable
XII Regular Lead Time	Haworth Collection- Haworth®					\$1-\$50,000 \$50,001 or More	38% Negotiable
XIII Regular Lead Time		Very® Very® Task Zody®				\$1-\$25,000 \$25,001 or More	52% Negotiable
Rush**						\$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
XIV Regular Lead Time					Enclose® Walls Glass	\$1-\$100,000 \$100,001 or More	54% Negotiable
XV Regular Lead Time	Haworth Collection - Poltrona Frau®, Cappellini®, Cassina® Haworth Collection - Pablo Design					\$1 or More	12%
XVI Regular Lead Time	Harbor Work Lounge®					\$1-\$50,000 \$50,001 or More	47% Negotiable
XVII Regular Lead Time	Haworth® Health Environments, Atwell™					\$1-\$50,000 \$50,001 or More	54.2% Negotiable
XVIII Regular Lead Time			A Series®			\$1-\$50,000 \$50,001 or More	50% Negotiable
XIX Regular Lead Time		Lively®				\$1-\$25,000 \$25,001 or More	57% Negotiable
XX Regular Lead Time		Soji®				\$1-\$25,000 \$25,001 or More	47% Negotiable
XXI Regular Lead Time	Workware®, Technology Products					\$1-\$10,000 \$10,001 or More	52% Negotiable
XXII Regular Lead Time	Everyday Office (Hop®, Jump®) Jive®, Swivel™					\$1-\$50,000 \$50,001 or More	47% Negotiable
XXIII Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	44.5% Negotiable
XXIV Regular Lead Time		Fern®				\$1-\$25,000 \$25,001 or More	47% Negotiable
XXV Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,001 or More	55%
XXVI Regular Lead Time	Haworth Collection- JANUS et Cie					\$1-\$50,000 \$50,001 or More	12% Negotiable
XXVII Regular Lead Time	Haworth Collection- GAN					\$1 or More	7%
XXVIII Regular Lead Time	BuzziSpace					\$1-\$50,000 \$50,001 or More	32% Negotiable
XXIX Regular Lead Time		Maari				\$1-\$25,000 \$25,001 or More	51% Negotiable

**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 - CONTRACT 2020000606

EXHIBIT A - PRICING SHEET

2. OPTION #1 - FIXED PERCENTAGE (%) DISCOUNT ON INSTALLATION SERVICES:

Percentages listed below are to be subtracted from the discounts for an individual product listed on the previous pages. For example, the product only discount for Unigroup is listed as 71%. For Basic Installation – Normal Hours the discount would be 61%.

Basic Installation - Normal Hours	10%
Basic Installation - After Hours	15%
Expanded Installation - Normal Hours	18%
Expanded Installation - After Hours	27%

OPTION #2 - FIXED HOURLY RATE RANGE FOR INSTALLATION AND OTHER ADDITIONAL SERVICES AND SOLUTIONS:

Basic Installation - Normal Hours	\$28 - 36
Basic Installation - After Hours	\$39 - \$54
Expanded Installation - Normal Hours	\$35 - \$45
Expanded Installation - After Hours	\$52.5 - \$67.5
Design	\$28 - \$36
Project Management	\$35 - \$45
Asset Management	\$18 - \$28
Refurbishment	\$32 - \$42

Subject to change based on geographic area, prevailing wage requirements and other factors.

3. FIXED MONTHLY RATE FOR STORAGE OPTIONS:

STANDARD FIXED MONTHLY RATE	MONTHLY RATE / FT2	MONTHLY RATE / FT3
Negotiable per location	\$1.25	\$1.95

4. PRICING INCENTIVES BEYOND THE STANDARD DISCOUNT:

DESCRIPTION	ADDITIONAL PERCENTAGE (%) DISCOUNT
Accessories & Technology (List Volume > \$10,000)	1 - 4%
Seating (List Volume >\$25,000)	1 - 4%
Haworth Collection & Healthcare (List Volume > \$50,000)	1 - 4%
Storage and Tables (List Volume > \$50,000)	1 - 4%
Systems (List Volume > \$100,000)	1 - 4%
Walls and Wood (List Volume > \$100,000)	1 - 4%

Haworth is offering low first tier pricing with negotiable discount ranges established, based on individual product list volume.

In addition, we will offer a Sole Source pricing option to any OMNIA participating agency that selects Haworth as its sole source provider within the terms of the OMNIA contract. This option will provide deeper discounts than the standard OMNIA contract and would require agencies to sign an agreement acknowledging Haworth as their single source provider.