

HAWORTH

OMNIA PARTNERS PROGRAM INFORMATION

General Information

- Details about the Omnia Partners program are available at www.omniapartners.com.
- Agencies must be registered to participate in the program. There is no obligation to purchase and there are no fees to participate. Always check the web site first to verify if an agency is a registered participant.
- Current pricing is available in Library in the Government section under Omnia Partners.
- Four Furniture Suppliers on contract - Haworth, Herman Miller, Knoll, Teknion, and Exemplis.
- Haworth's contract number with Omnia Partners is 2020000606.

Contract Information:

- Start Date January 1, 2020
- End Date December 31, 2024
- Discounts are **product only**
- Discounts apply to October 01, 2022, Price List through March 31, 2024. Price List then moves to February 01, 2024 on April 01, 2024 until December 31, 2024.
- 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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HAWORTH'S 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 | Pip™ Tables | Hello®, ToDo®, Openest®, Poppy™, Riverbend™, Pebble™, Cabana Lounge™, Resonate™ | | | | \$1-\$25,000 \$25,001 or More | 53% Negotiable |
| Rush** | | | | | | \$1 or More | 41% |
| VIII Regular Lead Time | | | | Masters Series® | | \$1-\$100,000 \$100,001 or More | 53% Negotiable |
| Rush** | | | | | | \$1 or More | 41% |
| IX Regular Lead Time | | 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% |

| Product Group | Systems, Tables and Healthcare Products | Seating | Freestanding | Wood Caseworks & Wood Tables | Flooring/Electrical Architectural Interiors | List Dollar Value | Customer Discount Product Only |
|----------------------------|--|------------------------------|--------------|------------------------------|---|------------------------------------|--------------------------------|
| XI Regular Lead Time | Belong™ & Jump®stuff Work Tools | | | | | \$1-\$10,000 \$10,001 or More | 48.75% Negotiable |
| 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® | | | | | \$1 or More | 15% |
| XVI Regular Lead Time | Haworth Collection- Pablo Designs | | | | | \$1 or More | 15% |
| XVII Regular Lead Time | | Harbor Work Lounge® | | | | \$1-\$50,000 \$50,001 or More | 50% Negotiable |
| XVIII 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 |
| XX Regular Lead Time | | Soji®, Soji®XL | | | | \$1-\$25,000 \$25,001 or More | 54.88% 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 | 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 |
| XIX Regular Lead Time | | | | | Pergola | \$1 or More | 60% |
| XX Regular Lead Time | | Veda | | | | \$1 or more | 55% |
| XXI Regular Lead Time | Compose Echo | | | | | \$1 or more | 53% |
| XXII Regular Lead Time | | Zody®II | | | | \$1 or more | 50% |
| XXIII Regular Lead Time | HushOffice | | | | | \$1 or more | 51.5% |
| XXIV Regular Lead Time | | Emeco | | | | \$1 or more | 35% |
| XXV Regular Lead Time | Benson | | | | | \$1 or more | 57.2% |
| XXVI 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.

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.