

UNIVERSITY OF CALIFORNIA

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SANTA BARBARA • SANTA CRUZ

OFFICE OF THE EXECUTIVE VICE PRESIDENT – CHIEF FINANCIAL OFFICER

OFFICE OF THE PRESIDENT
1111 Franklin Street, 10th Floor
Oakland, California 94607-5200

March 10, 2023

To: Participating Organizations, Education Entities, State Agencies, and Suppliers

From: Marilyn Biscotti, Senior Commodity Manager

RE: Herman Miller & University of California National Contract #2019.001890

- **MillerKnoll Acquisition**

This memo will serve that Amendment #2 to the Herman Miller agreement, is notice that the supplier's name from Herman Miller will be changed to MillerKnoll, Inc. (Supplier). The acquisition was effective on November 1, 2021. The Herman Miller name is good through end of 2026 so there are no changes to billing or eCommerce platforms until further notice.

This Amendment #2 is to also add:

- Pricing sections for Knoll products are specific for OMNIA National and for the University of California.
- Commencing on January 1, 2023, the January 1, 2022 price list will be in effect.
- Exhibit F – UC/California Dealer Network, has been updated to indicate Small Business or Diverse Certifications, this is noted in the 3rd column, Dealer Status.

All other terms and conditions of the agreement shall remain in full unless changed, altered, or amended on a formal contract amendment signed by both parties per the requirements of the contract.

Thank you

Marilyn Biscotti

Marilyn Biscotti
Senior Commodity Manager - Strategic Sourcing
UC Procurement Services
Marilyn.Biscotti@ucop.edu

This Amendment #2 to Agreement #UC2019.001890 (“Agreement”) is entered into between The Regents of the University of California (UC) and MillerKnoll, Inc. (Supplier) for the purposes detailed below.

AMENDMENT TO AGREEMENT

The Agreement is hereby amended as follows:

Heading of Purchase Agreement

This section shall be changed to read:

As a result of Request for Proposal # (RFP # 001218 - RFP - OFFICE FURNITURE - UC SYSTEMWIDE – JULY182019), the Agreement to furnish certain goods and services described herein and in the documents referenced herein, is a Master Agreement for the purchase of office furniture and related services (“Goods and/or Services”) and is made by and between The Regents of the University of California, a California public corporation (“UC”) on behalf of the University of California, and MillerKnoll, Inc. (“Supplier”); such contract to be made available as a Cooperative Purchasing Contract through OMNIA Partners Public Sector. This Agreement is binding only if it is negotiated and executed by an authorized representative with the proper delegation of authority.

Attachment A to Purchase Agreement (Statement of Work)

8. Pricing

D. Volume Pricing – Pricing within Exhibits, includes Volume Discounts. As indicated on this Exhibit, the UC may negotiate pricing on any single order where Manufacturer’s product cost (total) is in excess of the pre-determined discount levels/tiers reflected on Exhibits A & B to this Agreement for Office Furniture Products. These orders are defined as "high-volume" orders. NET is defined as the estimated List-value of the entire order, less discounts, and includes all service fees and expenses excluding taxes." For the Knoll Category of Products, the discount levels/tiers will be applied to the volume of each product line code and not to the total purchase order volume as it is for Herman Miller branded products.

[Expanding Exhibit A with the following at the end] Knoll products located in the National pricing section.

1. FIXED PERCENTAGE (%) DISCOUNT OFF THE MANUFACTURER'S LIST PRICE - FURNITURE CATEGORIES AND OTHER RELATED PRODUCTS			
CATEGORY	PRODUCT LINE	DROP SHIP	INSIDE DELIVERY
Systems Furniture	Antenna Workspaces	68.5%	65.5%
Systems Furniture	AutoStrada	68.5%	65.5%
Systems Furniture	Currents	68.5%	65.5%
Systems Furniture	Dividends Horizon	68.5%	65.5%
Systems Furniture	ReffProfiles Vol I: 26_1/2" Planning	68.5%	65.5%
Systems Furniture	ReffProfiles Vol II: 28_3/8" Planning	68.5%	65.5%
Systems Furniture	Series 2	68.5%	65.5%
Freestanding Furniture	Crinion Open Table	59.5%	56.5%
Freestanding Furniture	DatesWeiser, Highline Collection	41.0%	38.0%
Freestanding Furniture	DatesWeiser, Highline Vector	41.0%	38.0%
Freestanding Furniture	DatesWeiser, JD Collection	41.0%	38.0%
Freestanding Furniture	Islands Collection	57.5%	54.5%
Freestanding Furniture	k. base; k. stand Price List	68.5%	65.5%
Freestanding Furniture	k. bench	68.5%	65.5%

Freestanding Furniture	k. screen	68.5%	65.5%
Freestanding Furniture	KnollExtra	59.5%	56.5%
Freestanding Furniture	KnollStudio	52.5%	49.5%
Freestanding Furniture	LSM Collection	52.5%	49.5%
Freestanding Furniture	Pixel Collection	57.0%	54.0%
Freestanding Furniture	Propeller Collection	52.5%	49.5%
Freestanding Furniture	Muuto	23.0%	20.0%
Freestanding Furniture	Rockwell Unscripted	57.5%	54.5%
Freestanding Furniture	Tone	68.5%	65.5%
Freestanding Furniture	Upstart	68.5%	65.5%
Seating / Chairs	Office Seating (Newson Task Seating, k. task, Remix, Life, Generation, Regeneration, Multigeneration)	59.5%	56.5%
Seating / Chairs	Office Seating (Moment, Olllo)	52.0%	49.0%
Soft Seating	k. lounge	57.0%	54.0%
Soft Seating	Pixel Lounge	57.5%	54.5%
Filing Systems, Storage & Equipment	Anchor	68.5%	65.5%
Filing Systems, Storage & Equipment	Calibre	59.5%	56.5%
Filing Systems, Storage & Equipment	Quoin	68.5%	65.5%
Filing Systems, Storage & Equipment	Template	68.5%	65.5%
OTHER RELATED PRODUCTS	PRODUCT	DROP SHIP	INSIDE DELIVERY
Renewal / Replacement Parts	24 Response	40.0%	n/a
3. FIXED RATE:			
Storage			\$1.65/sq ft.

[Delete and replace Exhibit B with the following.]

EXHIBIT B - UNIVERSITY OF CALIFORNIA DISCOUNT & SERVICE PRICING AND PRICING TERMS

B.1 Product/Service Pricing - UC

The price for Products purchased under this Amendment #2 to Agreement shall be those prices shown in the applicable Price List in effect for the UC at the time the purchase order is placed, less the minimum discounts on the items listed below. September 3, 2019 price list, as bid in August 2019, shall remain firm until April 30, 2021. Commencing on January 1, 2023, the January 1, 2022 price list will be in effect.

The price for services as stated as a 'Discount off List Price' (included with delivered product) or as 'Services Rates' priced hourly/separately per service.

Deliveries from manufacturer or Dealer to the UC shall be FOB, UC designated location, freight prepaid and allowed for purchase orders within the United States.

B.2 UC Price Protection

Price Protection – Discount Percentages/Pricing Structure, as quoted in the RFP Response and negotiated, shall remain firm for the initial period of the agreement (May 28, 2021 to April 30, 2024). In addition, actual prices quoted at the time of this RFP, as based on discount off current Manufacturer's National List Price September 3, 2019, shall be held firm for a minimum of one year from contract execution, meaning prices quoted cannot increase during the first 12 months period of the agreement (UC Effective Date of 11-1-20), regardless of any change to the Manufacturer's National List Price. Additional Price List advancements will not be considered more than once yearly. If increases are supported by market data and negotiated with Contract Administrator (see below). UC orders are subject to Price List, in effect for UC at order placement. Subject to applicable law, Supplier acknowledges and agrees that its most favorable overall pricing and value shall be offered to the UC as compared to similar entities with like economic, service and purchase commitments excluding offers to federal government; such Federal Gov't discounts and overall pricing, not to exceed UC most favorable overall pricing (by item), after price list and discount are applied." All prices must be verifiable and auditable from the date of the contract award.

a) Product list-price adjustment shall be effective upon a sixty (60) day written notification given to UC. When submitting notice of increases, SUPPLIER shall provide supporting documentation, which will include a spreadsheet displaying product increases and the UC weighted average increase, as well as market information and commodity indices (as referenced below) supporting the change:

- Commodity Information/Market Drivers
- Pertinent index/indices covering the previous period of service; 1) PPI -BLS Series ID: WPU122 Price of Commercial Furniture; 2) PPI -BLS Series

ID: WPU12220325 Price of Non-wood Office Seating; 3) CPI-U, US city Average, All Items less Food and Energy
• Pertinent labor data including (but not limited to NAICS 3370A1 - Furniture and Related Product Manufacturing (3371 and 3372 only)

Calculation of weighted average increase will be based on items purchased over the previous 12 months by UC. In the event the UC weighted average change has a significant and documented cost increase in excess of 3.0%, a full examination of market data and resources, shall be conducted by UC and Supplier to arrive at a final determination of market impact/increase. Impacted areas/product may be negotiated by UC, individually and/or as an aggregate, to arrive at the final determined increase; changes to be mutually approved.

b) Service Pricing Increases (Hourly Service Rates -not inclusive of Prevailing Wage Quotes) - Hourly Service and Labor Charges are quoted for services provided by Supplier's Dealers. Increases are not allowed during the Initial (UC) Agreement Term unless unforeseen events/circumstances, regional or state-wide, create market pressures limiting the ability of a Dealer to contract for services within the parameters of this Agreement. In that event, the Supplier shall supply proof of market condition and/or any alignment to "Increases for Modular Furniture Installation #NC-23-31-15-2019-1", to UC contract Administrator, with request; outcome to be supported and mutually agreeable.

UC Program - Manufacturer Discount off List Based on Product Value of Each Order
 Includes All Products Lines, see Tab 3 for which meet sustainability and warranty requirements

Product Category	Tier 1 0-\$100K						Tier 2 \$100K-350K	
	Product line	Drop Ship/Inside Delivery	Basic Installation	Complex Installation	Drop Ship/Inside Delivery	Volume Discounts >350k		
			See service clarifications and additional charges noted below table	See service clarifications and additional charges noted below table				
Systems Furniture	Action Office® 1 & AO2 Panels (B)	68.50%	65.50%	63.50%	69.50%	Negotiable		
	Action Office® 2 Components (J)	68.50%	65.50%	63.50%	69.50%	Negotiable		
	Canvas Channel (FZ)	67.00%	64.00%	62.00%	69.50%	Negotiable		
	Canvas Dock (FD)	67.00%	64.00%	62.00%	69.50%	Negotiable		
	Canvas Office Landscape® Group-Based (FR)	67.00%	64.00%	62.00%	69.50%	Negotiable		
	Canvas Office Landscape® Private Office (FV)	67.00%	64.00%	62.00%	69.50%	Negotiable		
	Canvas Office Landscape® Wall-Based (FT)	67.00%	64.00%	62.00%	69.50%	Negotiable		
	Canvas Vista (FX)	67.00%	64.00%	62.00%	69.50%	Negotiable		
	Ethospace® (U)	67.00%	64.00%	62.00%	69.50%	Negotiable		
	Formwork™ (CY)	38.00%	35.00%	33.00%	40.00%	Negotiable		
	Intent Solution (CF)	52.25%	49.25%	47.25%	53.25%	Negotiable		
	Layout Studio® (LS)	49.00%	46.00%	44.00%	51.00%	Negotiable		
	Prospect (CB)	51.20%	48.20%	46.20%	52.50%	Negotiable		
	Public Office Landscape™ (BV)	52.00%	49.00%	47.00%	54.00%	Negotiable		
Ambit (IH)	65.00%	62.00%	60.00%	66.00%	Negotiable			
Freestanding Furniture	Canvas Office Landscape® Metal Desk (FK)	67.00%	64.00%	62.00%	FALSE	Negotiable		
	Ergonomic Computer Furniture (TE)	62.00%	59.00%	57.00%	64.00%	Negotiable		
	Exclave Performance Gear (EX)	51.30%	48.30%	46.30%	52.70%	Negotiable		
	Herman Miller International Collection™ (IK)	44.00%	41.00%	39.00%	46.00%	Negotiable		
	Nevi Link (IL)	65.77%	62.77%	60.77%	67.02%	Negotiable		
	Renew Link (IB)	65.77%	62.77%	60.77%	67.02%	Negotiable		
	Geiger Domino Storage™ (DS)	38.00%	35.00%	33.00%	40.00%	Negotiable		
	Geiger Catalyst™ (HL)	49.00%	46.00%	44.00%	50.00%	Negotiable		
	Geiger Eco™ Group (GF)	49.00%	46.00%	44.00%	50.00%	Negotiable		
	Geiger Keyeira™ Express (HN)	49.00%	46.00%	44.00%	50.00%	Negotiable		
	Geiger Levels® (HV)	49.00%	46.00%	44.00%	50.00%	Negotiable		
	Geiger Other (GZ)	49.00%	46.00%	44.00%	50.00%	Negotiable		
	Geiger Petri/Eco Common (GT)	49.00%	46.00%	44.00%	50.00%	Negotiable		
	Geiger Petri™ Casegoods (GR)	49.00%	46.00%	44.00%	50.00%	Negotiable		
	Geiger Petri™ CaseSystem (GQ)	49.00%	46.00%	44.00%	50.00%	Negotiable		
	Geiger Shelf (SS)	49.00%	46.00%	44.00%	50.00%	Negotiable		
	Geiger Tablet® Casegoods (G9)	49.00%	46.00%	44.00%	50.00%	Negotiable		
	Geiger Triuna™ Collection (G2)	49.00%	46.00%	44.00%	50.00%	Negotiable		
	Geiger Ward Bennett™ Tables & Storage (H3)	41.00%	38.00%	36.00%	43.00%	Negotiable		
	OE1 Boundary (JC)	66.25%	63.25%	61.25%	67.25%	Negotiable		
OE1 Micro Packs(JD)	67.25%	64.25%	62.25%	68.25%	Negotiable			
Rhythm (RM)	49.00%	46.00%	44.00%	50.00%	Negotiable			
Nelson Lighting (NL)	35.00%	32.00%	30.00%	37.00%	Negotiable			
Storage	Canvas Office Landscape® Metal Filing & Storage (FM)	67.00%	64.00%	62.00%	69.00%	Negotiable		
	Canvas Office Landscape® Wood Filing & Storage (FF)	67.00%	64.00%	62.00%	69.00%	Negotiable		
	Meridian® Laterals (MF)	53.00%	50.00%	48.00%	54.50%	Negotiable		
	Meridian® Pedestals (MP)	53.00%	50.00%	48.00%	54.50%	Negotiable		
	Meridian® Storage Cases/Book Cases (MS)	51.00%	48.00%	46.00%	52.50%	Negotiable		
	Meridian® Towers (MG)	51.00%	48.00%	46.00%	52.50%	Negotiable		
	Meridian® Verticals (MV)	53.00%	50.00%	48.00%	54.50%	Negotiable		
	Nelson™ Cabinets (NC)	35.00%	32.00%	30.00%	37.00%	Negotiable		
	OE1 Storage (JE)	67.25%	64.25%	62.25%	68.25%	Negotiable		
	Quadrant B-Front Lateral Files (2)	50.00%	47.00%	45.00%	52.00%	Negotiable		
	Quadrant B-Front Pedestals (BP)	67.00%	64.00%	62.00%	69.00%	Negotiable		
	Quadrant F-Front Lateral Files (2A)	50.00%	47.00%	45.00%	52.00%	Negotiable		
	Quadrant F-Front Pedestals (BQ)	67.00%	64.00%	62.00%	69.00%	Negotiable		
	Tu® Laterals (UL)	65.00%	62.00%	60.00%	66.40%	Negotiable		
	Tu® Pedestals (UP)	65.00%	62.00%	60.00%	66.40%	Negotiable		
	Tu® Storage (US)	65.00%	62.00%	60.00%	66.40%	Negotiable		
	Tu® Towers (UT)	65.00%	62.00%	60.00%	66.40%	Negotiable		
	Tu® Wood Cases (UW)	65.00%	62.00%	60.00%	66.40%	Negotiable		
	Tu® Wood Credenzas (UJ)	65.00%	62.00%	60.00%	66.40%	Negotiable		
	Tu® Wood Cubbies (UH)	65.00%	62.00%	60.00%	66.40%	Negotiable		
	Tu® Wood Peds (UF)	65.00%	62.00%	60.00%	66.40%	Negotiable		
	Tu® Wood Towers (UI)	65.00%	62.00%	60.00%	66.40%	Negotiable		

Seating	Aeron® Chairs (EC)	51.50%	50.50%	48.50%	52.50%	Negotiable	
	Aside® Seating (PD)	54.25%	53.25%	51.25%	55.25%	Negotiable	
	Axa (XA)	37.25%	36.25%	34.25%	38.25%	Negotiable	
	Betwixt (LN)	40.00%	39.00%	37.00%	42.00%	Negotiable	
	Caper® Chair (WC)	51.00%	50.00%	48.00%	53.00%	Negotiable	
	Celle® Chair (TR)	49.00%	48.00%	46.00%	51.00%	Negotiable	
	Chadwick™ Modular Seating (V)	35.00%	34.00%	32.00%	37.00%	Negotiable	
	Classical Seating (E)	44.00%	43.00%	41.00%	46.00%	Negotiable	
	Collection (ER)	44.00%	43.00%	41.00%	46.00%	Negotiable	
	Comma (WR)	48.00%	47.00%	45.00%	50.00%	Negotiable	
	Cosm (FC)	50.50%	49.50%	47.50%	52.00%	Negotiable	
	Eames® Aluminum Group (H)	48.00%	47.00%	45.00%	49.00%	Negotiable	
	Eames® Molded Plastic and Wire Chairs (VT)	41.50%	40.50%	38.50%	42.50%	Negotiable	
	Eames® Tandem Seating (L)	48.00%	47.00%	45.00%	49.00%	Negotiable	
	Embody® (CN)	47.00%	46.00%	44.00%	49.00%	Negotiable	
	Gaming (XB)	22.00%	21.00%	19.00%	24.00%	Negotiable	
	Goetz™ Sofa (GS)	38.00%	37.00%	35.00%	40.00%	Negotiable	
	Keyn (TV)	48.00%	47.00%	45.00%	49.00%	Negotiable	
	Limerick® Seating (PO)	54.50%	53.50%	51.50%	55.50%	Negotiable	
	Lino (MI)	49.00%	48.00%	46.00%	51.00%	Negotiable	
	Mirra2 Seating (LF)	50.50%	49.50%	47.50%	52.00%	Negotiable	
	Portrait (AW)	46.00%	45.00%	43.00%	48.00%	Negotiable	
	Plex (XX)	44.50%	43.50%	41.50%	46.50%	Negotiable	
	Pronta (JO)	53.50%	52.50%	50.50%	54.50%	Negotiable	
	SAYL® (AV)	52.00%	51.00%	49.00%	53.50%	Negotiable	
	Setu® (RY)	50.00%	49.00%	47.00%	51.50%	Negotiable	
	Stools (SO)	35.00%	34.00%	32.00%	37.00%	Negotiable	
	Verus (PI)	49.50%	48.50%	46.50%	51.50%	Negotiable	
	Geiger Foray (NG)	49.00%	48.00%	46.00%	50.00%	Negotiable	
	Geiger Guest Seating (H5)	49.00%	48.00%	46.00%	50.00%	Negotiable	
	Geiger Sotto™ (H6)	49.00%	48.00%	46.00%	50.00%	Negotiable	
	Geiger Stackable™ (H7)	49.00%	48.00%	46.00%	50.00%	Negotiable	
	Geiger Stools (H2)	49.00%	48.00%	46.00%	50.00%	Negotiable	
	Geiger Taper (FG)	49.00%	48.00%	46.00%	50.00%	Negotiable	
	Leeway (LA)	49.00%	48.00%	46.00%	49.00%	Negotiable	
	HAY HM (2C)	44.00%	43.00%	41.00%	46.00%	Negotiable	
	naughtone (NO)	44.00%	43.00%	41.00%	44.00%	Negotiable	
	Nemschoff	47.00%	45.00%	43.00%	47.00%	Negotiable	
	Swoop™ (OA)	44.00%	43.00%	41.00%	46.00%	Negotiable	
	Geiger Lounge Seating (H8)	49.00%	48.00%	46.00%	50.00%	Negotiable	
	Geiger Reframe (HI)	49.00%	48.00%	46.00%	50.00%	Negotiable	
	Geiger Ward Bennett™ Seating (HU)	41.00%	40.00%	38.00%	42.00%	Negotiable	
	ColourForm Sofa Group (CU)	35.00%	34.00%	32.00%	37.00%	Negotiable	
	Striad (SD)	35.00%	34.00%	32.00%	37.00%	Negotiable	
	Vantum Gaming (XM)	29.60%	28.60%	26.60%	30.60%	Negotiable	
	Zeph (BA)	53.50%	52.50%	50.50%	54.50%	Negotiable	
	Objects (AB)	39.50%	38.50%	36.50%	40.50%	Negotiable	
	Tables	AGL Table Group™ (DF)	35.00%	32.00%	30.00%	37.00%	Negotiable
		Burdick Group™ (Y)	44.00%	41.00%	39.00%	46.00%	Negotiable
		Eames® Tables (ET)	46.70%	43.70%	41.70%	48.70%	Negotiable
Everywhere™ Tables (IV)		65.00%	62.00%	60.00%	67.00%	Negotiable	
Herman Miller Tables (F)		67.00%	64.00%	62.00%	69.00%	Negotiable	
Motia Table (AH)		65.77%	62.77%	60.77%	67.02%	Negotiable	
Nelson™ Tables (NX)		35.00%	32.00%	30.00%	37.00%	Negotiable	
Nevi Sit-to-Stand Tables (ID)		65.77%	62.77%	60.77%	67.02%	Negotiable	
OE1 Tables and Benching (JF)		67.25%	64.25%	62.25%	68.25%	Negotiable	
Renew Tables (IE)		65.77%	62.77%	60.77%	67.02%	Negotiable	
Geiger Axon (HW)		38.00%	35.00%	33.00%	40.00%	Negotiable	
Geiger Caucus Conferencing Suite™ (HY)		49.00%	46.00%	44.00%	50.00%	Negotiable	
Geiger Conference Tables (HZ)		49.00%	46.00%	44.00%	50.00%	Negotiable	
Geiger MP Tables (HE)		49.00%	46.00%	44.00%	50.00%	Negotiable	
Geiger Occasional Tables (H9)		49.00%	46.00%	44.00%	50.00%	Negotiable	
Geiger Elsi (LC)		49.00%	46.00%	44.00%	50.00%	Negotiable	
Accessories and Technology Support		Accessories (8)	68.50%	65.50%	63.50%	69.50%	Negotiable
		C-Style Overhead Storage (CS)	67.00%	64.00%	62.00%	69.00%	Negotiable
		Energy Distribution System (C)	68.50%	65.50%	63.50%	69.50%	Negotiable
		Generic (R)	64.00%	61.00%	59.00%	66.00%	Negotiable
	Innovative Products (IP)	44.00%	43.00%	41.00%	46.00%	Negotiable	
	Keys & Locks (KA)	64.00%	61.00%	59.00%	66.00%	Negotiable	
	Lighting (A)	68.50%	65.50%	63.50%	69.50%	Negotiable	
	Textiles (K)	64.00%	61.00%	59.00%	66.00%	Negotiable	
	Thrive® CBS Portfolio (Z2)	52.00%	49.00%	47.00%	54.50%	Negotiable	
	Thrive® Ergonomic Portfolio (ZZ)	52.00%	49.00%	47.00%	54.50%	Negotiable	
Thrive® Global (Z3)	52.00%	49.00%	47.00%	54.50%	Negotiable		
Repair Parts (non-warranty) - Discount off List							
Other Categories	Repair Parts follow product discounts as shown						
	Co/Struc® (S)	53.50%	Negotiable	Negotiable		Negotiable	
	Compass™ System (TW)	52.00%	Negotiable	Negotiable		Negotiable	
	Herman Miller for Healthcare Action Lab (D)	51.50%	48.50%	46.50%		Negotiable	
	Herman Miller for Healthcare Carts (SA)	11.00%	8.00%	6.00%		Negotiable	
	Mora (CH)	52.00%	Negotiable	Negotiable		Negotiable	
	Living Office Hardware (OS) - does not include software/subscriptions	50.00%	Negotiable	Negotiable		Negotiable	
	Overlay (MN)	52.00%	49.00%	47.00%		Negotiable	
	Magis® Alliance (CW)	39.50%	38.50%	36.50%		Negotiable	
	Mattiazzi Alliance (CX)	39.50%	38.50%	36.50%		Negotiable	

Other Required Se+A157:J173rvice for UC Locations - to be offered by Dealer for additional cost when not included in Customer's chosen Discount package, listed above.	Hourly Rates	Comments
Design Services	\$55.00-\$78.75	See Notes below for scope and additional charges
Project Management Services	\$55.00-\$89.25	See Notes below for scope and additional charges
Asset Management (e.g. Dealer tracks ownership at campus level)	\$55.00-\$89.25	See Notes below for scope and additional charges
Demolition (breakdown and removal or repacking of old stock)	\$40.00-\$65.00	See Notes below for scope and additional charges
Installation/Reconfiguration of existing product	\$40.00-\$65.00	See Notes below for scope and additional charges
Strategic Planning Services	\$100.00-\$157.50	See Notes below for scope and additional charges
Occupancy Planning/CAD Drafter	\$60.00-\$89.25	See Notes below for scope and additional charges
Build-Out Project Mgt. Services	\$90.00-\$115.00	See Notes below for scope and additional charges
FFE Mgt. Services	\$90.00-\$115.00	See Notes below for scope and additional charges
Performance Environments	To be Quoted	See Notes below for scope and additional charges
RePurpose Program	To be Quoted	Herman Miller will work with the customer to determine the best product disposition via our repurpose program
Storage	Rate per Sq. Ft.	Comments
Storage (for anything beyond the mandated 30 days)	\$1.50-\$1.85	* Storage for planning only, actual cost to be quoted; in/out and other services onsite and/or trailer storage are extra
Labor/Installation -Hourly labor rates are quoted using the appropriate hourly labor application, such as Union rate, Prevailing Wage rate, or your Standard Labor rate (not to be less than UC Fair Wage-Fair Work rate), taking into consideration the labor activity required for the installation and the local labor regulations. Proposer to state your standard labor rate (may quote a range) noting it must equal or exceed UC Fair Work/Fair Wage requirement - currently \$15.00 hourly. Rates quoted are standard rates. Union and Prevailing Wage may require additional charges.	Hourly Rates	Comments
	\$40.00-\$65.00	Standard rate, normal business hours. Does not include Union or Prevailing wage, If required those rates would be determined by State, County and Trade and provided at time of quote. See exceptions noted below.
Standard Installation Labor		
Services Associated with Discount off List		
<p>Drop Ship Delivery has two options:</p> <ul style="list-style-type: none"> • Manufacturer ships to any delivery, accessible campus location. This option contains the possibility of multiple delivery points. • Manufacturer ships to one default location at the campus location. This option highlights the campus capability to receive shipments at a central delivery spot. <p>- Dock Delivery Option includes product delivery to the site, purchaser is responsible for unloading. This option is an additional 2% (1% for Nemschoff) product discount from the Drop/Inside Delivery discounts shown in the schedule above.</p> <p>Dealer Delivery/Basic Installation Services will include:</p> <ul style="list-style-type: none"> • Product is unloaded off the truck and delivered to the point inside a building during normal business hours, M-F, 7:00am-4:30pm local time. • Furniture wiped down, leveled, and place ready-to-use furniture per customer's instructions. • Removal and disposal of any packing materials (removed from UC site/property). • ADA compliance (required) • Dealer management as it relates to final order-ready quote, exact delivery dates and times, placement/install of the furniture items, correction of any discrepancies between the final quote and customer purchase order, replacing any items short shipped and/or accepting the return of any over shipments and/or missed shipments, and submitting accurate invoice that matches the customer's purchase order. • Processing of any necessary freight/damage claims. <p>Dealer Delivery/Complex Installation Services (i.e., project pricing) will include:</p> <ul style="list-style-type: none"> • All services described in above Basic Installation. • Project Management, which are services in which many segments of a furniture project must be professionally coordinated and well-orchestrated through the punch list, proper oversight must be maintained, and milestones must be adhered to. • Design Services, which are services and processes required to convert a customer's expressed needs into a functional design and an accurate, order-ready specification. Design Services are outlined below. <p>Exclusions, which are the customer's responsibility, are:</p> <ul style="list-style-type: none"> • Any work requiring a licensed electrician including, but not limited to, hardwiring of furniture to the building source. • Connection of phone and data lines to the building source <p>Exclusion, which would incur additional labor and equipment cost, is:</p> <ul style="list-style-type: none"> • Any furniture product that must be conveyed via alternative means, including stairs, forklift, access corridors, etc. 		
Clarifications/Exceptions Noted:		
<p>Installation & Delivery Services:</p> <p>The service option product discounts include "standard" services only, <u>subject to the conditions listed below</u>. The discounts are "not to exceed" percentages that may be lower as quoted by the servicing dealer dependent on the specific project conditions. Additional charges and services shall be negotiated in advance of the service being performed.</p> <ul style="list-style-type: none"> - Installation will be performed during normal weekday working hours. - Adequate facilities for delivery, unloading, moving and staging/storing the product during the installation process shall be provided. - Service work will shall not be hindered by other trades. - Electric, heat, and adequate elevator service will be furnished without charge. - The immediate installation area shall be complete and free of debris including the carpet/flooring before installation commences. - Any work requiring a licensed electrician is the responsibility of the buyer. - Travel expenses will be quoted as necessary. 		
<p>Additional Charges May Apply For:</p> <ol style="list-style-type: none"> 1) Orders of an aggregate quantity of 1 - 10 chairs, desks, files, peds - NTE \$300 fee per delivery. 2) Major Metro Markets and any non-ground floor installation: NTE 1% - 3.5% of list product value - Major Metro Markets include large population centers and urban environments. 3) Installation in a clinical/medical environment: NTE 1% - 3.5% of list product value 4) Special restrictions or limits established by local laws, ordinances or the directions of the buyer, including but not limited to restrictions on transportations of materials, street access to the job site and/or dock facilities: NTE 1% - 3.5% of list product value 5) Installations outside of a 50 mile radius of the servicing dealer: NTE 1% - 2% of list product value. 6) Local Prevailing Wage and/or Union Labor Rates 7) Mora, Compass, CoStruc casework systems installation to be quoted and approved by the buyer prior to performance of the work. 8) Living office installation, software, licenses, and subscriptions will be quoted and approved by the buyer prior to performance of work. <p><i>Any additional charges shall be quoted by the dealer and approved by the buyer prior to performance of the work.</i></p> <p>NTE = Not To Exceed</p>		

Product Category	UC Program - Manufacturer Discount off List Based on Product Value of Each Product Line						
	Tier 1 0-\$100K			Tier 2 \$100K-350K			
	Product line	Drop Ship/Inside Delivery	Basic Installation See service clarifications and additional charges noted below table	Complex Installation See service clarifications and additional charges noted below table	Drop Ship/Inside Delivery	Volume Discounts >350k	
Systems Furniture	Antenna Workspaces	69.50%	66.50%	64.50%	70.50%	Negotiable	
	AutoStrada	69.50%	66.50%	64.50%	70.50%	Negotiable	
	Currents	69.50%	66.50%	64.50%	70.50%	Negotiable	
	Dividends Horizon	69.50%	66.50%	64.50%	70.50%	Negotiable	
	ReffProfiles	69.50%	66.50%	64.50%	70.50%	Negotiable	
	Series 2	69.50%	66.50%	64.50%	70.50%	Negotiable	
Freestanding Furniture	Crinion Open Table	69.50%	66.50%	64.50%	70.50%	Negotiable	
	DatesWeiser, Highline Collection	41.00%	38.00%	36.00%	42.00%	Negotiable	
	DatesWeiser, Highline Vector	41.00%	38.00%	36.00%	42.00%	Negotiable	
	DatesWeiser, JD Collection	41.00%	38.00%	36.00%	42.00%	Negotiable	
	Islands Collection	57.50%	54.50%	52.50%	57.75%	Negotiable	
	k. base; k. stand	69.50%	66.50%	64.50%	70.50%	Negotiable	
	k. bench	69.50%	66.50%	64.50%	70.50%	Negotiable	
	k. screen	69.50%	66.50%	64.50%	70.50%	Negotiable	
	KnollExtra	60.00%	57.00%	55.00%	60.50%	Negotiable	
	KnollStudio	52.75%	49.75%	47.75%	53.00%	Negotiable	
	LSM Collection	57.00%	54.00%	52.00%	57.25%	Negotiable	
	Pixel Collection	57.00%	54.00%	52.00%	57.25%	Negotiable	
	Propeller Collection	57.00%	54.00%	52.00%	57.25%	Negotiable	
	Muuto	23.00%	20.00%	18.00%	24.00%	Negotiable	
	Rockwell Unscripted	57.50%	54.50%	52.50%	57.75%	Negotiable	
	Tone	69.50%	66.50%	64.50%	70.50%	Negotiable	
	Seating	Upstart	69.50%	66.50%	64.50%	70.50%	Negotiable
Newson Task Seating		59.50%	56.50%	54.50%	60.50%	Negotiable	
k. Task Seating		59.50%	56.50%	54.50%	60.00%	Negotiable	
Remix		59.50%	56.50%	54.50%	60.50%	Negotiable	
Life		59.50%	56.50%	54.50%	60.50%	Negotiable	
Generation		59.50%	56.50%	54.50%	60.50%	Negotiable	
Regeneration		59.50%	56.50%	54.50%	60.50%	Negotiable	
Multigeneration		59.50%	56.50%	54.50%	60.00%	Negotiable	
Moment		59.50%	56.50%	54.50%	60.00%	Negotiable	
Olo		59.50%	56.50%	54.50%	60.00%	Negotiable	
k. lounge		57.00%	54.00%	52.00%	57.50%	Negotiable	
Pixel Lounge		57.50%	54.50%	52.50%	57.75%	Negotiable	
Storage		Anchor	69.50%	66.50%	64.50%	70.50%	Negotiable
		Calibre	60.00%	57.00%	55.00%	61.00%	Negotiable
	Quoin	69.50%	66.50%	64.50%	70.50%	Negotiable	
	Template	69.50%	66.50%	64.50%	70.50%	Negotiable	

EXHIBIT G – UC Special Conditions

1. Administrative Fees and Incentives

In addition to OMNIA Partners administrative fees associated with manufacturer’s sales under this contract; 1) Supplier/manufacturer shall provide a UC specific rebate of 2.5% of manufacture’s product sales such amounts to be paid quarterly, directly to the UC locations, for the duration of any contract resulting from this RFP process. The amount of quarterly rebate provided to each UC location will be calculated based on the total of product and service billed and paid for each location. Note: Each UC location will have the right to modify proposal pricing for an individual campus, up to 2.5%, in the event a UC location decides not to implement a rebate program. Instructions for reporting and the Contacts for Payment of Incentives, can be found at <https://www.ucop.edu/procurement-services/for-suppliers/supplier-reporting-files/patronage-and-incentives-contact-list.pdf>

Note: Rebate Item 0.4 of the RFP, as confirmed thru the UC response to questions (and related to above), shall be revised to state the amount of quarterly rebate provided to each UC location will be calculated based on the total of product and service billed and paid for each location.

Exhibit F – UC/California Dealer Network and Capabilities Summary.

MillerKnoll’s Authorized Dealers for UC—

The below list of Dealers is current as of the signing of this Agreement. Herman Miller Primary Dealers assigned to the UC, may be changed by mutual agreement or per UC request, per RFP requirements. In addition, Supplier reserves the right to add or delete a UC Primary Dealer, should it be required owing to a change in Supplier’s business relationship with that Dealer or Dealer’s capability to meet the requirements of this Agreement, thus necessitating the change. In that event, should the UC request it, a new Dealer, with required capabilities, shall be established within a similar or superior, proximity to the UC(s). Any change of this nature (addition or deletion), over the lifetime of this Agreement, shall be made in writing, ninety (90) days in advance of addition and/or deletion of Dealer and shall not work to the detriment of any current projects, in process with any UC Locations

Dealer #1	Campuses covered	Dealer Status (i.e. Primary or Secondary)	Services Offered	Manufacturer showroom location(s)
Pivot Interiors Bay Area/Northern CA - (San Francisco, Fremont, Santa Clara)	UCSF, Berkeley, Santa Cruz, UCOP HQ, Davis, Merced	Certified Herman Miller Dealer Pivot East Bay- Small Business	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca
Dealer #2	Campuses covered	Dealer Status and Classification(s)	Services Offered	Manufacturer showroom location(s)
Pivot Interiors SoCal (Los Angeles, La Marada, Costa Mesa)	Irvine, UCLA	Certified MillerKnoll Dealer	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca
Dealer #3	Campuses covered	Dealer Status and Classification(s)	Services Offered	Manufacturer showroom location(s)
Tri County (Santa Barbara, Ventura)	Santa Barbara	Certified MillerKnoll Dealer Small Business	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca

Dealer #4	Campuses covered	Dealer Status and Classification(s)	Services Offered	Manufacturer showroom location(s)
MTA (Sacramento)	UC Davis	Dealer Status and Classification(s)	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca
Dealer #5	Campuses covered	Dealer Status and Classification(s)	Services Offered	Manufacturer showroom location(s)
Facility Designs (Fresno)	Merced	Certified MillerKnoll Dealer Women Owned Business	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca
Dealer #6	Campuses covered	Dealer Status and Classification(s)	Services Offered	Manufacturer showroom location(s)
Interior Motions (Emeryville, Pleasanton)	UCSF, Berkeley, Santa Cruz, UCOP HQ	Certified MillerKnoll Dealer Small Business	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca

Dealer #7	Campuses covered	Dealer Status and Classification(s)	Services Offered	Manufacturer showroom location(s)
CRI (San Francisco)	UCSF, Berkeley, Santa Cruz, UCOP HQ	Certified MillerKnoll Dealer	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca
Dealer #8	Campuses covered	Dealer Status and Classification(s)	Services Offered	Manufacturer showroom location(s)
The Sheridan Group (Calabasas, Los Angeles, La Palma, San Luis Obispo)	UCLA, UC Irvine	Certified MillerKnoll Dealer La Palma Location- Women Owned Business	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca
Dealer #9	Campuses covered	Dealer Status and Classification(s)	Services Offered	Manufacturer showroom location(s)
G/M Business Interiors (San Diego, Riverside, Irvine)	San Diego, Riverside, UCI, UCLA	Certified MillerKnoll Dealer Women Owned Business	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca

Dealer #10	Campuses covered	Dealer Status and Classification(s)	Services Offered	Manufacturer showroom location(s)
KBM Hogue (Sacramento, San Francisco, San Jose)	UC Davis, UCSF, Berkeley, Santa Cruz, UCOP HQ	Certified MillerKnoll Dealer	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca
Dealer #11	Campuses covered	Dealer Status and Classification(s)	Services Offered	Manufacturer showroom location(s)
M3 Office	UCLA, UC Irvine	Certified MillerKnoll Dealer Woman Owned Business	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca

Dealer #12	Campuses covered	Dealer Status and Classification(s)	Services Offered	Manufacturer showroom location(s)
Western Office	UCLA, UC Irvine	Certified MillerKnoll Dealer	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca
Dealer #13	Campuses covered	Dealer Status and Classification(s)	Services Offered	Manufacturer showroom location(s)
Trope Santa Rosa	UC Davis, UCSF, Berkeley, Santa Cruz, UCOP HQ	Certified MillerKnoll Dealer	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca

Dealer #14	Campuses covered	Dealer Status and Classification(s)	Services Offered	Manufacturer showroom location(s)
RDI	UCSF, Berkeley, Santa Cruz, UCOP HQ	Certified MillerKnoll Dealer	Sales Installation Design Project management Inventory/asset management Moves/reconfigurations Repair (warranty or non-warranty) Asset disposal	Los Angeles, Ca., San Francisco, Ca