

**STATE OF NORTH CAROLINA
COUNTY OF MECKLENBURG**

**FIFTH AMENDMENT TO THE AGREEMENT TO PROVIDE
FURNITURE, INSTALLATION, AND RELATED PRODUCTS AND SERVICES**

THIS FIFTH AMENDMENT TO THE AGREEMENT TO PROVIDE FURNITURE, INSTALLATION, AND RELATED PRODUCTS AND SERVICES (this "Fifth Amendment") is made and entered into this 3rd of February 2022, by and between Herman Miller, Inc., a Michigan corporation doing business in North Carolina (the "Company"), and the City of Charlotte, a North Carolina municipal corporation (the "City").

Statement of Background and Intent

- A. The City of Charlotte and the Company entered into an Agreement for furniture, installation, and related products and services dated January 1, 2020 (the "Contract") pursuant to which the Company agreed to provide furniture, installation, and related products and services for the City of Charlotte.
- B. The parties amended the Contract to incorporate changes to the Delivery and Force Majeure clauses.
- C. The parties amended the Contract to modify the list of public agencies eligible to register with OMNIA Partners and access the Contract.
- D. The parties amended the Contract to add and delete product lines.
- E. The parties amended the Contract to replace the pricing sheet due to the new catalog date and appended the Federal Contract Terms and Conditions.
- F. The parties now desire to amend the Contract to replace the Commercial Non-Discrimination clause, to add and delete product lines, to make adjustments to pricing, and to incorporate certain other changes.

NOW, THEREFORE, in consideration of the mutual covenants and agreements contained herein, the parties hereby agree to the following:

AGREEMENT

- 1. The terms of the Contract are restated by and incorporated into this Fifth Amendment by reference.
- 2. Defined terms used in this Fifth Amendment shall have the same meaning as are assigned to such terms in the Contract.
- 3. The Pricing Sheets in Exhibit A of the Contract are hereby replaced in their entirety due to the addition and deletion of product lines and the price adjustments in the January 4, 2022 verifiable manufacturer's list price catalogs which are attached hereto as Exhibit A.4.
- 4. Section 27 of the Contract ("Required By City Ordinance: Commercial Non-Discrimination") is hereby replaced in its entirety as provided below:

REQUIRED BY CITY ORDINANCE: COMMERCIAL NON-DISCRIMINATION. Herman Miller, Inc. agrees to comply with the Non-Discrimination Policy set forth in Chapter 2, Article V of the Charlotte City Code, which is available for review at <http://library.municode.com/index.aspx?clientId=19970> and incorporated herein by reference. Herman Miller, Inc. consents to be bound by the award of any arbitration conducted thereunder."

5. Except to the extent specifically provided above, this amendment shall not be interpreted or construed as waiving any rights, obligations, remedies, or claims the parties may otherwise have under the Contract.
6. In all other respects and except as modified herein, the terms of the Contract shall remain in force and effect.

[Signature Page Follows]

IN WITNESS WHEREOF, and in acknowledgement that the parties hereto have read and understood each and every provision hereof, the parties have caused this Fifth Amendment to be executed as of the date first written above.

HERMAN MILLER, INC.

Preston Z
Ziegler:A0109B3000001
6D1C502E0700000E76
BY: 6D1C502E0700000E76
(signature)

PRINT NAME: Preston Z. Ziegler

TITLE: Contract Manager

DATE: 2/4/2022

**CITY OF CHARLOTTE:
CITY MANAGER'S OFFICE**

BY: _____
(signature)

PRINT NAME: _____

TITLE: _____

DATE: _____



**Digital Contract Routing Form
Non-Encumbered**

Date Submitted: February 17, 2022

Submitted by: Genetta N. Carothers

Submitter email: genetta.carothers@charlottenc.gov

Contract #: 2020000622

Amendment #: 5

Contract Name: Citywide Furniture (City Dist. Alfred Williams & Co.)

Vendor Legal Name: Herman Miller, Inc.

Vendor #: 308726

REQUIRED ATTACHMENT(S):

Use the Paperclip icon to attach a full Contract Document Routing Packet for review by the authorized City individual with signature authority. The Routing Packet **MUST** include all required components per the direction provided at:

The following signatures, once completed, shall be incorporated by reference into the contractual document identified above.

City of Charlotte

eSigned via SeamlessDocs.com
Brent Cagle
Key: 668f2b82108208b08604836a5396b891

HERMAN MILLER - CONTRACT 2020000622-5
EXHIBIT A.4 - PRICING SHEET

I. FURNITURE CATEGORIES AND OTHER RELATED PRODUCTS							
FIXED PERCENTAGE (%) DISCOUNT OFF THE MANUFACTURER'S LIST PRICE			TIERS ARE BASED ON LIST PRODUCT VALUE OF EACH OTHER				
CATEGORY	PRODUCT NAME AND CODE USED TO LOCATE LIST PRICE CATALOG	CATALOG DATE	\$1 - \$100,000		\$100,001 - \$400,000		\$400,001 and Above
			DROP SHIP	INSIDE DELIVERY	DROP SHIP	INSIDE DELIVERY	
Systems Furniture	Action Office® 1 & AO2 Panels (B)	January 4, 2022	70.50%	68.50%	71.50%	69.50%	Negotiable
Systems Furniture	Action Office® 2 Components (J)	January 4, 2022	70.50%	68.50%	71.50%	69.50%	Negotiable
Systems Furniture	Canvas Channel (FZ)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Canvas Dock (FD)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Canvas Office Landscape® Group-Based (FR)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Canvas Office Landscape® Private Office (FV)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Canvas Office Landscape® Wall-Based (FT)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Canvas Vista (FX)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Ethospace® (U)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Formwork™ (CY)	January 4, 2022	40.00%	38.00%	42.00%	40.00%	Negotiable
Systems Furniture	Intent Solution (CF)	January 4, 2022	53.00%	51.00%	55.00%	53.00%	Negotiable
Systems Furniture	Layout Studio® (LS)	January 4, 2022	51.00%	49.00%	53.00%	51.00%	Negotiable
Systems Furniture	Prospect (CB)	January 4, 2022	53.20%	51.20%	54.50%	52.50%	Negotiable
Systems Furniture	Public Office Landscape™ (BV)	January 4, 2022	54.00%	52.00%	56.00%	54.00%	Negotiable
Sytems Furniture - Ancillary	Accessories (8)	January 4, 2022	70.50%	68.50%	71.50%	69.50%	Negotiable
Sytems Furniture - Ancillary	C-Style Overhead Storage (CS)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Sytems Furniture - Ancillary	Energy Distribution System (C)	January 4, 2022	70.50%	68.50%	71.50%	69.50%	Negotiable
Systems Furniture - Ancillary	Geiger Custom Product (G8)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Systems Furniture - Ancillary	Geiger Generic (HR)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Sytems Furniture - Ancillary	Generic (R)	January 4, 2022	64.00%	64.00%	66.00%	66.00%	Negotiable
Sytems Furniture - Ancillary	Innovative Products (IP)	January 4, 2022	46.00%	44.00%	48.00%	46.00%	Negotiable
Sytems Furniture - Ancillary	Keys & Locks (KA)	January 4, 2022	64.00%	64.00%	66.00%	66.00%	Negotiable
Sytems Furniture - Ancillary	Lighting (A)	January 4, 2022	70.50%	68.50%	71.50%	69.50%	Negotiable
Sytems Furniture - Ancillary	Textiles (K)	January 4, 2022	64.00%	64.00%	66.00%	66.00%	Negotiable
Sytems Furniture - Ancillary	Thrive® CBS Portfolio (Z2)	January 4, 2022	54.00%	52.00%	56.00%	54.00%	Negotiable
Sytems Furniture - Ancillary	Thrive® Ergonomic Portfolio (ZZ)	January 4, 2022	54.00%	52.00%	56.00%	54.00%	Negotiable
Sytems Furniture - Ancillary	Thrive® Global (Z3)	January 4, 2022	54.00%	52.00%	56.00%	54.00%	Negotiable
Freestanding Furniture	AGL Table Group™ (DF)	January 4, 2022	37.00%	35.00%	39.00%	37.00%	Negotiable
Freestanding Furniture	Burdick Group™ (Y)	January 4, 2022	46.00%	44.00%	48.00%	46.00%	Negotiable
Freestanding Furniture	Canvas Office Landscape® Metal Desk (FK)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Freestanding Furniture	Commend (HQ)	January 4, 2022	66.50%	64.50%	68.50%	66.50%	Negotiable
Freestanding Furniture	Eames® Tables (ET)	January 4, 2022	48.70%	46.70%	51.30%	49.30%	Negotiable
Freestanding Furniture	Ergonomic Computer Furniture (TE)	January 4, 2022	64.00%	62.00%	66.00%	64.00%	Negotiable
Freestanding Furniture	Everywhere™ Tables (IV)	January 4, 2022	67.00%	65.00%	69.00%	67.00%	Negotiable
Freestanding Furniture	Exclave Performance Gear (EX)	January 4, 2022	53.30%	51.30%	54.70%	52.70%	Negotiable
Freestanding Furniture	Headway Conference Tables (IM)	January 4, 2022	66.50%	64.50%	68.60%	66.50%	Negotiable
Freestanding Furniture	Herman Miller International Collection™ (IK)	January 4, 2022	46.00%	44.00%	48.00%	46.00%	Negotiable
Freestanding Furniture	Herman Miller Tables (F)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Freestanding Furniture	Motia Table (AH)	January 4, 2022	67.00%	65.00%	69.00%	67.00%	Negotiable
Freestanding Furniture	Nelson™ Tables (NX)	January 4, 2022	37.00%	35.00%	39.00%	37.00%	Negotiable
Freestanding Furniture	Nevi Link (IL)	January 4, 2022	67.00%	65.00%	69.00%	67.00%	Negotiable
Freestanding Furniture	Nevi Sit-to-Stand Tables (ID)	January 4, 2022	67.00%	65.00%	69.00%	67.00%	Negotiable
Freestanding Furniture	OE1 Boundary (JC)	January 4, 2022	66.25%	64.25%	67.25%	65.25%	Negotiable
Freestanding Furniture	OE1 Micro Packs (JD)	January 4, 2022	67.25%	65.25%	68.25%	66.25%	Negotiable
Freestanding Furniture	OE1 Tables and Bench (JF)	January 4, 2022	67.25%	65.25%	68.25%	66.25%	Negotiable
Freestanding Furniture	Renew Link (IB)	January 4, 2022	67.00%	65.00%	69.00%	67.00%	Negotiable
Freestanding Furniture	Renew Tables (IE)	January 4, 2022	67.00%	65.00%	69.00%	67.00%	Negotiable
Freestanding Furniture	Geiger Axon (HW)	January 4, 2022	40.00%	38.00%	42.00%	40.00%	Negotiable

HERMAN MILLER - CONTRACT 2020000622-5
EXHIBIT A.4 - PRICING SHEET

I. FURNITURE CATEGORIES AND OTHER RELATED PRODUCTS							
FIXED PERCENTAGE (%) DISCOUNT OFF THE MANUFACTURER'S LIST PRICE			TIERS ARE BASED ON LIST PRODUCT VALUE OF EACH OTHER				
CATEGORY	PRODUCT NAME AND CODE USED TO LOCATE LIST PRICE CATALOG	CATALOG DATE	\$1 - \$100,000		\$100,001 - \$400,000		\$400,001 and Above
			DROP SHIP	INSIDE DELIVERY	DROP SHIP	INSIDE DELIVERY	
Freestanding Furniture	Geiger Domino Storage™ (DS)	January 4, 2022	40.00%	38.00%	42.00%	40.00%	Negotiable
Freestanding Furniture	Geiger Catalyst™ (HL)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Caucus Conferencing Suite™ (HY)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Conference Tables (HZ)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Eco™ Group (GF)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Elsi (LC)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Keyeira™ Express (HN) <i>(discontinued)</i>						
Freestanding Furniture	Geiger Levels® (HV)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger MP Tables (HE)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Occasional Tables (H9)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger One Casegoods (H1)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Other (GZ)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Petri/Eco Common (GT)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Petri™ Casegoods (GR)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Petri™ CaseSystem (GQ)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Rhythm Casegoods (RM)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Shelf (SS)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Tablet® Casegoods (G9)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Triuna™ Collection (G2)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Ward Bennett™ Tables & Storage (H3)	January 4, 2022	43.00%	41.00%	45.00%	43.00%	Negotiable
Freestanding Furniture	Rhythm (RM)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Nelson Lighting (NL)	January 4, 2022	37.00%	35.00%	39.00%	37.00%	Negotiable
Seating / Chairs	Aeron® Chairs (EC)	January 4, 2022	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Aside® Seating (PD)	January 4, 2022	53.00%	51.00%	55.00%	53.00%	Negotiable
Seating / Chairs	Axa Folding Chair (XA)	January 4, 2022	37.25%	35.25%	38.25%	36.25%	Negotiable
Seating / Chairs	Betwixt Seating (LN)	January 4, 2022	40.00%	38.00%	42.00%	40.00%	Negotiable
Seating / Chairs	Caper® Chair (WC)	January 4, 2022	53.00%	51.00%	55.00%	53.00%	Negotiable
Seating / Chairs	Celle® Chair (TR) <i>(discontinued)</i>						
Seating / Chairs	Chadwick™ Modular Seating (V)	January 4, 2022	37.00%	35.00%	39.00%	37.00%	Negotiable
Seating / Chairs	Classical Seating (E)	January 4, 2022	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	Collection (ER)	January 4, 2022	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	Comma Seating (WR)	January 4, 2022	48.00%	46.00%	50.00%	48.00%	Negotiable
Seating / Chairs	Cosm (FC)	January 4, 2022	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Eames® Aluminum Group (H)	January 4, 2022	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	Eames® Molded Plastic and Wire Chairs (VT)	January 4, 2022	40.00%	38.00%	42.00%	40.00%	Negotiable
Seating / Chairs	Eames® Tandem Seating (L)	January 4, 2022	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	Embody® (CN)	January 4, 2022	49.00%	47.00%	51.00%	49.00%	Negotiable
Seating / Chairs	Goetz™ Sofa (GS)	January 4, 2022	40.00%	38.00%	42.00%	40.00%	Negotiable
Seating / Chairs	Keyn (TV)	January 4, 2022	49.00%	47.00%	51.00%	49.00%	Negotiable
Seating / Chairs	Limerick® Seating (PO)	January 4, 2022	53.00%	51.00%	55.00%	53.00%	Negotiable
Seating / Chairs	Lino (MI)	January 4, 2022	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Mirra2 Seating (LF)	January 4, 2022	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Plex (XX)	January 4, 2022	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	Portrait Chair (AW)	January 4, 2022	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	SAYL® (AV)	January 4, 2022	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Setu® (RY)	January 4, 2022	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Stools (SO)	January 4, 2022	37.00%	35.00%	39.00%	37.00%	Negotiable

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FIXED PERCENTAGE (%) DISCOUNT OFF THE MANUFACTURER'S LIST PRICE			TIERS ARE BASED ON LIST PRODUCT VALUE OF EACH OTHER				
CATEGORY	PRODUCT NAME AND CODE USED TO LOCATE LIST PRICE CATALOG	CATALOG DATE	\$1 - \$100,000		\$100,001 - \$400,000		\$400,001 and Above
			DROP SHIP	INSIDE DELIVERY	DROP SHIP	INSIDE DELIVERY	
Seating / Chairs	Verus (PI)	January 4, 2022	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Gaming Chairs (XB)	January 4, 2022	22.00%	20.00%	24.00%	22.00%	Negotiable
Seating / Chairs	Geiger Foray (NG)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Seating / Chairs	Geiger Guest Seating (H5)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Seating / Chairs	Geiger Sotto™ (H6)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Seating / Chairs	Geiger Stackable™ (H7)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Seating / Chairs	Geiger Stools (H2)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Seating / Chairs	Geiger Taper (FG)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Seating / Chairs	Leeway (LA)	January 4, 2022	51.00%	49.00%	51.00%	49.00%	Negotiable
Seating / Chairs	Pronta Stacking Chair (JO)	January 4, 2022	53.50%	51.50%	54.50%	52.50%	Negotiable
Seating / Chairs	Valor Side Chair (CR)	January 4, 2022	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	Whisk (HX)	January 4, 2022	46.00%	44.00%	48.00%	46.00%	Negotiable
Soft Seating	HAY HM (2C)	January 4, 2022	46.00%	44.00%	48.00%	46.00%	Negotiable
Soft Seating	naughtone (NO)	January 4, 2022	46.00%	44.00%	46.00%	44.00%	Negotiable
Soft Seating	Nemschoff	January 4, 2022	48.00%	47.00%	48.00%	47.00%	Negotiable
Soft Seating	Swoop™ (OA)	January 4, 2022	46.00%	44.00%	48.00%	46.00%	Negotiable
Soft Seating	Geiger Lounge Seating (H8)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Soft Seating	Geiger Mantle (AQ)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Soft Seating	Geiger Reframe (HJ)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Soft Seating	Geiger Ward Bennett™ Seating (HU)	January 4, 2022	43.00%	41.00%	45.00%	43.00%	Negotiable
Soft Seating	Geiger U-Series (AY)	January 4, 2022	51.00%	49.00%	52.00%	50.00%	Negotiable
Soft Seating	ColourForm Sofa Group (CU)	January 4, 2022	37.00%	35.00%	39.00%	37.00%	Negotiable
Soft Seating	Objects (AB)	January 4, 2022	37.00%	35.00%	39.00%	37.00%	Negotiable
Soft Seating	Striad (SD)	January 4, 2022	37.00%	35.00%	39.00%	37.00%	Negotiable
Filing Systems, Storage & Equipment	Canvas Office Landscape® Metal Filing & Storage (FM)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Filing Systems, Storage & Equipment	Canvas Office Landscape® Wood Filing & Storage (FF)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Filing Systems, Storage & Equipment	Meridian® Laterals (MF)	January 4, 2022	54.00%	52.00%	56.00%	54.00%	Negotiable
Filing Systems, Storage & Equipment	Meridian® Pedestals (MP)	January 4, 2022	54.00%	52.00%	56.00%	54.00%	Negotiable
Filing Systems, Storage & Equipment	Meridian® Storage Cases/Book Cases (MS)	January 4, 2022	52.00%	50.00%	54.00%	52.00%	Negotiable
Filing Systems, Storage & Equipment	Meridian® Towers (MG)	January 4, 2022	52.00%	50.00%	54.00%	52.00%	Negotiable
Filing Systems, Storage & Equipment	Meridian® Verticals (MV)	January 4, 2022	54.00%	52.00%	56.00%	54.00%	Negotiable
Filing Systems, Storage & Equipment	Nelson™ Cabinets (NC)	January 4, 2022	37.00%	35.00%	39.00%	37.00%	Negotiable
Filing Systems, Storage & Equipment	Nemschoff Bedside Cabinet (CD)	January 4, 2022	46.00%	44.00%	47.00%	45.00%	Negotiable
Filing Systems, Storage & Equipment	OE1 Storage (JE)	January 4, 2022	67.25%	65.25%	68.25%	66.25%	Negotiable
Filing Systems, Storage & Equipment	Quadrant B-Front Lateral Files (2)	January 4, 2022	52.00%	50.00%	54.00%	52.00%	Negotiable
Filing Systems, Storage & Equipment	Quadrant B-Front Pedestals (BP)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Filing Systems, Storage & Equipment	Quadrant F-Front Lateral Files (2A)	January 4, 2022	52.00%	50.00%	54.00%	52.00%	Negotiable
Filing Systems, Storage & Equipment	Quadrant F-Front Pedestals (BQ)	January 4, 2022	69.00%	67.00%	71.00%	69.00%	Negotiable
Filing Systems, Storage & Equipment	Tu® Laterals (UL)	January 4, 2022	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Pedestals (UP)	January 4, 2022	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Storage (US)	January 4, 2022	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Towers (UT)	January 4, 2022	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Wood Cases (UW)	January 4, 2022	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Wood Credenzas (UJ)	January 4, 2022	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Wood Cubbies (UH)	January 4, 2022	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Wood Peds (UF)	January 4, 2022	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Wood Towers (UI)	January 4, 2022	66.80%	64.80%	68.20%	66.20%	Negotiable

HERMAN MILLER - CONTRACT 2020000622-5
EXHIBIT A.4 - PRICING SHEET

I. FURNITURE CATEGORIES AND OTHER RELATED PRODUCTS							
FIXED PERCENTAGE (%) DISCOUNT OFF THE MANUFACTURER'S LIST PRICE			TIERS ARE BASED ON LIST PRODUCT VALUE OF EACH OTHER				
OTHER RELATED PRODUCTS	PRODUCT NAME AND CODE USED TO LOCATE LIST PRICE CATALOG	CATALOG DATE	\$1 - \$100,000		\$100,001 - \$400,000		\$400,001 and Above
			DROP SHIP	INSIDE DELIVERY	DROP SHIP	INSIDE DELIVERY	ALL SERVICE OPTIONS
S	Co/Struc® (S)	January 4, 2022	51.00%	49.00%	53.00%	51.00%	Negotiable
TW	Compass™ System (TW)	January 4, 2022	54.00%	52.00%	55.00%	53.00%	Negotiable
Limited Product Lines	Design Within Reach	January 4, 2022	20.00%	18.00%	20.00%	18.00%	Negotiable
D	Herman Miller for Healthcare Action Lab (D)	January 4, 2022	51.00%	49.00%	53.00%	51.00%	Negotiable
SA	Herman Miller for Healthcare Carts (SA)	January 4, 2022	12.00%	10.00%	12.00%	10.00%	Negotiable
CH	Mora (CH)	January 4, 2022	51.00%	49.00%	53.00%	51.00%	Negotiable
OS	Living Office Hardware (OS) - does not include software/subscriptions	January 4, 2022	50.00%	50.00%	50.00%	50.00%	Negotiable
MN	Overlay (MN)	January 4, 2022	54.00%	52.00%	56.00%	54.00%	Negotiable
CW	Magis® Alliance (CW)	January 4, 2022	40.00%	38.00%	42.00%	40.00%	Negotiable
CX	Mattiazzi Alliance (CX) <i>(discontinued)</i>						

EXHIBIT A.4 - PRICING SHEET

List prices include freight within the 48 contiguous United States. Shipments outside of the contiguous United States are shipped freight prepaid to point of embarkation with freight costs beyond that point shipped collect.

Purchase order and payment are issued directly to the local authorized Herman Miller dealer.

Payment Terms are Net 30 or as negotiated with the local authorized Herman Miller dealer.

Deposit requirements and progress payments to be negotiated with the local authorized Herman Miller dealer.

Returns & cancellations are allowed only with HMI/dealer approval under HMI's change/cancellation policy.

Note:

1. **Drop Ship**, price includes product delivery to the site, the purchaser is responsible for unloading.
2. **Inside Delivery**, price includes All deliveries shall be delivered to the site, unloaded and moved to a designated area in the building. Company is responsible for unloading.
3. **Basic Installation**, price includes inside delivery, uncrating, assembly, installation, removal of all debris from premises, installation documents and the bill of materials per the purchaser's approved plan and specifications.
4. **Expanded Service Installation** price to include basic installation; field measurements surveyed, documented and coordinated; electrical and telecommunication/data in-feed locations are surveyed, documented and coordinated; attend required coordination meetings with purchaser and other contractors; and creation and implementation of punch list by project manager.

Installation & Delivery Services:

The service option product discounts include "standard" services only, subject to the conditions listed below. 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.

- 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.

Additional Charges May Apply For:

- 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.

Any additional charges shall be quoted by the dealer and approved by the buyer prior to performance of the work.

NTE = Not To Exceed

EXHIBIT A.4 - PRICING SHEET

2. OPTION #1 - FIXED PERCENTAGE (%) DISCOUNT ON INSTALLATION SERVICES:	
Basic Installation - Normal Hours	3% of List for seating products; 5% of List for all other products (Clinical Casework quoted)
Basic Installation - After Hours	See rates in option 2 below
Expanded Installation - Normal Hours	5% of List for seating products; 7% of List for all other products (Clinical Casework quoted)
Expanded Installation - After Hours	See rates in option 2 below
OPTION #2 - FIXED HOURLY RATE RANGE FOR INSTALLATION AND OTHER ADDITIONAL SERVICES AND SOLUTIONS:	
Basic Installation - Normal Hours	See fixed % of Discount In Option 1 above
Basic Installation - After Hours	\$52.50 - \$86.75
Expanded Installation - Normal Hours	See fixed % of Discount In Option 1 above
Expanded Installation - After Hours	\$52.50 - \$86.75
Design	\$55.00 - \$78.75
Project Management	\$55.00 - \$89.25
Asset Management	\$55.00 - \$89.25
Installation/Reconfiguration of existing product	\$40.00 - \$65.00
Strategic Planning Services	\$100 - \$157.50
Occupancy Planning/CAD Drafter	\$60.00 - \$89.25
Build-Out Project Mgt. Services	\$90.00 - \$115.50
FFE Mgt. Services	\$90.00 - \$115.50
Performance Environments	To be Quoted
RePurpose Program	To be Quoted - Herman Miller will work with the customer to determine the best product disposition via our repurpose program

3. FIXED STORAGE RANGE RATE / FT² :	\$1.50/sq.ft - \$1.85/sq.ft
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4. INCENTIVES:	
DESCRIPTION	AMOUNT OR PERCENTAGE
Customized Pricing for Sole Source Agreements / Committed Volume	To Be Negotiated With Buyer
Product Standardization Agreements	To Be Negotiated With Buyer
Custom pricing agreements with Buyer	To Be Negotiated With Buyer
Custom Incentives/Rebate agreements with Buyer	To Be Negotiated With Buyer
*Each Incentive listed above would be separately negotiated with the specific buyer and developed based on the level of commitment, preferred vendor status, product standardization, or other commitments from the buyer.	