



www.steelcase.com

475 Brannan St., Ste. 110, San Francisco, CA 94107

August 21, 2019

Yvonne Macon

Commodity Manager - MRO & Facilities
Center of Excellence - University of California Office of the President
260 Cousteau Place, Suite. 150
Davis, Ca. 95618

University of California (UC) RFP #001218
RFP-OFFICE FURNITURE-UC SYSTEMWIDE-JULY182019

Dear Yvonne,

On behalf of Steelcase and our Steelcase authorized dealer network, we are pleased to submit our best, most comprehensive, and most cost-effective package of Goods and Services of the highest quality and standards in response to your UC system-wide RFP. We understand the new UC/OMNIA partnership and the intent to make any resultant agreement a national cooperative agreement. With this in mind, we have provided both a UC-only product/services/pricing matrix and a Standard product/services/pricing matrix for national participants.

For the past 20 years, Steelcase and Steelcase Dealers, have held the Primary Source Agreement with the University of California. This long-term and mutually-beneficial relationship has been built on the strength of the breadth and depth of the Steelcase Inc multi-category product offering along with best-in-class dealer network service capabilities. We are excited to propose our most current product offerings that satisfy the minimum UC ergonomic and sustainability requirements across your five primary product categories. We are also pleased to offer a continuation of the UC-dedicated and UC-tenured Steelcase dealer network, providing wisdom and experience in how best to provide high quality and consistent design/project management/delivery/installation services to UC system-wide campuses. Steelcase and Steelcase Dealers remain passionately committed to the continuation and expansion of the UC eProcurement Platforms that we have jointly developed and implemented successfully over the past 10 years.

Although we fully realize that it is the intent of UC to award approximately three "Broad Line" Manufacturer Awards, **Steelcase would like to propose the following incentives should UC elect to remain Primary Source with Steelcase only:**

- **Agreement to extend the current UCOP/Steelcase Contract with existing price-list and price-list escalation schedule (our existing Contract remains 3 price-lists behind the general market). This represents a 10% product cost savings versus our attached submittal**
- **Agreement to extend the existing favorable contract Terms & Conditions, especially as it relates to Return Policy and Dealer storage of product awaiting deployment.**
- **Agreement to continue to pay 4% Patronage on all UC Product Spend and additional 2% on Dealer Services and Non-Steelcase Product Spend.**

We hope that you find our RFP submittal responsive and comprehensive and we look forward to presenting our program and team credentials in person during the mock-up phase of your evaluation process.

Thanks in advance for your consideration of Steelcase and Steelcase Dealer's Goods and Services.

Sincerely,

Charlie Bosetti
Vice-President, West Business Group
Steelcase Inc.

Kevin Schmidtbauer
Strategic Account Manager
Steelcase Inc.

Attachment #2: Field Verification Checklist

Project Name: _____ Project Number: _____
Employee Name: _____
Date: _____

Site Condition at time of Field Verification: _____
Completely Finished Space _____ Under Construction _____

Architectural

Wall Dimensions:

- Critical/overall dimensions
- Column locations & dimensions
- Door locations/swings (Also, indicate non-standard frame dimensions)
- Window locations
- Window sill heights/protrusion
- Indicate baseboard dimensions

Obstructions/Special Details:

- Light switch locations
- Thermostat locations
- Radiators/vents
- Fire extinguisher/Drinking fountain
- Other obstructions

Wall Construction:

- Drywall
- Concrete (Brick, or other masonry)
- Demountable Partitions

Ceiling:

- Ceiling heights
- Lighting/HVAC supply & return
- Sprinklers
- Ceiling grid type for Architectural Walls product

Floor:

- Height transitions
- Finish transitions

Electrical/Communications

- Outlets/J-box
- Voice/data
- Floor monuments/Core locations
- Electrical Panels/closets

Other:

- Existing millwork to remain
- If we are to provide storage pieces within existing millwork, we need to identify the actual interior dimensions of the casework to insure that the items specified will fit.

Attachment #5 Project Schedule Example

ONE WORK PLACE Project Schedule

Client: UCSF / Sample

Date: 11/02/09

General Information

Project Name: UCSF / M140 Admissions

Project Address: 505 Parnassus, Room M140
San Francisco

Project ID #: 20067

B. PROJECT CONTACTS

One Workplace: **Project Manager: Janet Da Silva**
Office: 408.719.3305
Cell: 408.667.4572
Email: jdasilva@oneworkplace.com
Account Manager: Sacha Ielmorini
Office: 510.729.7863
Email: sielmorini@oneworkplace.com
Coordinator: Irene Berania
Designer: Jean Wu

Client: **Transitions / UCSF**
Dylan Condit / Project Manager / Transitions
Office: 510.889.8415 x 116
Mobile: 510.774.4088
Fax: 510.247.1843

Installation

Subcontractor: AIS

Lead: Jose Maldonado

Mobile: 408.760.2773

General Contractor:

Data/Telecom:

Electrician:

SCOPE OF PROJECT

A 6-Phase project of Walls and Furniture:

Phase 1: No furniture

Phase 2: (9) Work stations, (4) Offices of Walls w/ Furniture

Phase 3: (2) Offices of Furniture, (1) Waiting Area

Phase 4: Panel wall w/ sliding Door

Phase 5 & 4/5: (1) Office, (1) Bullpen Area w/ 6 seats

Phase 6: (2) Offices, (1) Wall Office, (2) Carrol-type Work stations

INSTALLATION SCHEDULE:

Phase 2 Begins:

Date/Time Req	OWP tapes floor (marks floor) to location of panels.
Date/Time Req	GC scans the floor w/ OWP
Date/Time Req	GC marks location of rebar after scanning.
Date/time Req	GC removes or rolls up window shades prior to Walls installation.

Phase 2 Installation: Wednesday 11/18/09 thru Wednesday 11/25/09. (6 Days) Start Time 6pm

Wed 11/18, 6 pm:	Delivery of Walls product to site/dock
	Begin building of Walls product
Thurs 11/19, 6pm	Delivery of furniture product: frames and electrical
	Build <u>all</u> Answer panels
Fri 11/20, 6pm	Continue building Walls and Answer work stations
	Electrician to hardwire base feeds
	Data Cablers to run cabling thru panel frames
Sat 11/21, AM	Delivery of Walls components and work station components, build.
Mon 11/23, 6pm	Continue building Walls and work stations w/ Anchor Brackets.
Tues 11/24, 6pm	Continue building Walls and work stations. To be complete.
Wed 11/25	<i>Thanksgiving Eve</i>

Mon 11/30, ___ Transitions/OWP complete walk-thru of both Walls and furniture-Ph 2.

Phase 3 Installation: Friday 12/11/09. (1 Day) Start time: 6pm

Fri 12/11, 6 pm	Delivery of office furniture product to site/dock
	Build (2) offices and place Waiting Area product per plan.
	To be complete.
Mon 12/14, ___am	Transitions/OWP complete Walk-Thru of Phase 3

Phase 4 Installation: Mon 12/28. (2 Days) Start Time: 6pm

Mon 12/28, 6pm	Delivery of Answer product.
	Build Answer frames/door with Stability Brackets.
Tues 12/29, 6pm	Continue. To be complete.
Wed 12/30, ___am	Transitions/OWP complete Walk-thru of Phase 4.
	(OWP Closed 12/28-1/1/10)

Phase 5 and 4/5 Installation: Monday 1/4/10 thru Tues 1/5/10 (2 Days) Start time: 6pm

Mon 1/4, 6pm	Delivery of Office furniture product to site/dock.
	Build office area and bullpen-type area.
Tues 1/5, 6pm	Continue building. To be complete.
Wed 1/6, ___am	Transitions/OWP complete Walk-thru of Phase 5.

Phase 6 Begins:

Phase 6 Installation: Friday 1/15/10 thru Wed 1/20/10 (4 Days) Start time: 6pm

Fri 1/15/10, 6pm	Delivery of Walls and furniture product to site/dock.
Sat 1/16/10, AM	Continue building Walls and work stations.
Mon 1/18/10, 6pm	Continue building Walls and work stations.
Tues 1/19/10, 6pm	Continue building Walls and work stations.
Wed 1/20/10, 6pm	Continue building Walls and work stations.
Thurs 1/21/10, ___	Transitions/OWP to complete Walk-thru of Phase 6.

Project Notes: 1) Trash to be removed at the end of each installation evening.

Site Requirements and Notes:

- 1) Truck/product may arrive prior to 6pm. (Schedule dock w/ _____) However, no loud noises can occur prior to 6pm.
- 2) To have exclusive use of elevator after 6pm.
- 3) All installers to be badged (How do we accomplish this?)
- 4) Access to suite and access to bldg. and dock area. Who is contact?
- 5) Upon completion of evening work, lock up suite. (How is this accomplished?)
- 6) Parking is available 24/7 across bldg in Parnassus garage.
- 7) Site protection: Floor and/or corners. (Where?)

Attachment #1 - Product Categories and Dealer Network TAB 1 - PRODUCT CATEGORIES (BREADTH OF PRODUCT)

Instructions: Please complete in full and upload as Attachment #1_Company Name_RFP# 001218 inside the Questionnaire Section of this RFP. Note: The first five categories and items are required in order to qualify as a Broad Line manufacturer of Office Furniture, for purposes of this solicitation.

Company Name: Steelcase Inc.				Company Name: Steelcase Inc.		Company Name: Steelcase Inc.	
Categories of furniture offered	Type within category	Included Yes/No	Number of items in category	Number of items in category, meeting UC Minimum Sustainability and Ergonomic	% of category meeting the requirement	Number of items in category, meeting UC Preferred Sustainability and Ergonomic requirements of this RFP	% of category meeting the requirement
EXAMPLE RESPONSE	Task Chairs	Yes	75	60	80%	30	40%
Systems Furniture	• Modular office furniture system	Yes	14	14	100%	14	350%
	• Benching product lines	Yes	4	4	100%	4	100%
	• Adjustable Hgt. Work surface	Yes	6	5	83%	5	83%
	• Other		0	0	#DIV/0!	0	#DIV/0!
				0	0	#DIV/0!	0
Freestanding Furniture	• Work Surface	Yes	9	7	78%	7	78%
	• Work Surface -Adjustable Height	Yes	6	5	83%	5	83%
	• Credenza	Yes	7	5	71%	5	71%
	• Other		0	0	#DIV/0!	0	#DIV/0!
Storage:	• Book Cases	Yes	4	4	100%	4	100%
	• Files	Yes	14	12	86%	12	86%
	• other - Other Storage Systems		12	12	100%	12	100%
Seating:	• Task Seating (chairs and stools)	Yes	15	15	100%	14	93%
	• Guest/Side Seating	Yes	34	33	97%	19	56%
	• Foot Rest/Ottomans	Yes	12	11	92%	7	58%
	• Conference Seating	Yes	12	12	100%	9	75%
	• Lounge Seating	Yes	34	29	85%	21	62%
	• Flexible Learning Seating	Yes	4	4	100%	4	100%
Tables:	• Conference Tables (With or without electronic/AV	Yes	16	13	81%	11	69%
	• Training/Classroom or Collaborative Learning Tables	Yes	7	7	100%	5	71%
	• Occasional Tables (i.e. end table, coffee table)	Yes	31	29	94%	19	61%
	• Height Adjustable Tables	Yes	6	5	83%	5	83%
	• Other - Personal Tables	Yes	7	5	71%	2	29%
Architectural Elements:	• Demountable wall systems/Privacy Walls	Yes	3	N/A	#VALUE!	N/A	#VALUE!
	• Beams	Yes	1	N/A	#VALUE!	N/A	#VALUE!
	• Power and Flooring	Yes	3	N/A	#VALUE!	N/A	#VALUE!
	• Other: Pods	Yes	3	1	33%	1	33%
Integrated Technology:	• Whiteboards	Yes	9	N/A	#VALUE!	N/A	#VALUE!
	• Acoustical Solutions	Yes	1	N/A	#VALUE!	N/A	#VALUE!
	• Other - Integrated A/V Sharing Systems	Yes	4	N/A	#VALUE!	N/A	#VALUE!
Accessories and Technology Support	• Lighting, Power and Cable	Yes	15	N/A	#VALUE!	N/A	#VALUE!
	• Desk Accessories	Yes	29	N/A	#VALUE!	N/A	#VALUE!
	• Computer Support (Keyboard Trays, Monitors, etc.)	Yes	18	14	78%	14	78%

Other	• Other - Outdoor Furniture	Yes	18	11	61%	0	0%
	• Other - Patient & Healthcare Furniture	Yes	29	28	97%	10	34%
	• Other		0		#DIV/0!		#DIV/0!
	• Other		0		#DIV/0!		#DIV/0!
	• Other		0		#DIV/0!		#DIV/0!
Classroom Furniture and/or Fixed Seating	• Other - Classroom Tables	Yes	7	7	100%	5	71%
	• Other - Classroom Seating	Yes	4	4	100%	4	100%
	• Other		0		#DIV/0!		#DIV/0!
	• Other		0		#DIV/0!		#DIV/0!
	• Other		0		#DIV/0!		#DIV/0!
			0		#DIV/0!		#DIV/0!
			0		#DIV/0!		#DIV/0!
			0		#DIV/0!		#DIV/0!

398

296

218

Attachment #1 - Product Categories and Dealer Network [TAB 2 -DEALER NETWORK \(INFORMATION\)](#)

Instructions: Please indicate if you sell products directly. Follow that information by detailing your Dealer Network, per headers below; their name, the campuses they are able to service, their status as it relates to your furniture lines (volume/market share within the region covered), and Manufacturer showroom location(s) that would pertain to your recommended dealer(s) from which the work will be done if your firm is awarded a contract as a result of this RFP. After Completion, please upload as Attachment #1_Company Name_RFP# 001218 with submission.

Example Dealer	Campuses covered	Dealer Status (i.e. Primary or Secondary)	Services Offered	Manufacturer showroom location(s)
Best Ever Furnishings & Design Services	UCI, UCLA, UCR, UCSB	Primary Supplier for full product line and all services line close line & open line (Textiles) offerings	Space Planning and Design Services, Project Management, Installation Services)	Los Angeles, Ca.

Proposer Name	Steelcase Inc.
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Is UC able to purchase directly?	NO	
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Dealer #1	Campuses covered	Dealer Status (i.e. Primary or Secondary)	Services Offered	Manufacturer showroom location(s)
One Workplace	UCB, UCSF, UCSFMC, UCOP, LLNL, LBNL	Primary Supplier for Full Steelcase Brand Product Lines, Associated Services, Access to additional complementary Open Line furniture lines	Space Planning, Design Services, Project Management, Storage, Asset Management, Refurbishment and Redeployment, Rental, Cleaning & Maintenance	475 Brannan Street, San Francisco, CA, with additional Dealer Showroom located in San Francisco, Oakland, and Santa Clara

Dealer #2	Campuses covered	Dealer Status (i.e. Primary or Secondary)	Services Offered	Manufacturer showroom location(s)
United Corporate Furnishings	UCD, UCDCMC	Primary Supplier for Full Steelcase Brand Product Lines, Associated Services, Access to additional complementary Open Line furniture lines	Space Planning, Design Services, Project Management, Storage, Asset Management, Refurbishment and Redeployment, Rental, Cleaning & Maintenance	475 Brannan Street, San Francisco, CA, with additional dealer showroom located in Sacramento
Dealer #3	Campuses covered	Dealer Status (i.e. Primary or Secondary)	Services Offered	Manufacturer showroom location(s)
Peninsula Business Interiors	UCSC	Primary Supplier for Full Steelcase Brand Product Lines, Associated Services, Access to additional complementary Open Line furniture lines	Space Planning, Design Services, Project Management, Storage, Asset Management, Refurbishment and Redeployment, Rental, Cleaning & Maintenance	475 Brannan Street, San Francisco, CA with additional dealer showroom located in Salinas
Dealer #4	Campuses covered	Dealer Status (i.e. Primary or Secondary)	Services Offered	Manufacturer showroom location(s)
Tangram Interiors	UCLA, UCLAMC, UCI, UCIMC, UCM	Primary Supplier for Full Steelcase Brand Product Lines, Associated Services, Access to additional complementary Open Line furniture lines	Space Planning, Design Services, Project Management, Storage, Asset Management, Refurbishment and Redeployment, Rental, Cleaning & Maintenance	1150 Olive Street, Los Angeles, CA, with additional Dealer showroom located in Sante Fe Springs, Newport Beach, Fresno, and Los Angeles
Dealer #5	Campuses covered	Dealer Status (i.e. Primary or Secondary)	Services Offered	Manufacturer showroom location(s)

BKM San Diego	UCSD, UCSDMC, UCR	Primary Supplier for Full Steelcase Brand Product Lines, Associated Services, Access to additional complementary Open Line furniture lines	Space Planning, Design Services, Project Management, Storage, Asset Management, Refurbishment and Redeployment, Rental, Cleaning & Maintenance	1150 Olive Street, Los Angeles, CA, with additional Dealer showroom located in San Diego
Dealer #6	Campuses covered	Dealer Status (i.e. Primary or Secondary)	Services Offered	Manufacturer showroom location(s)

Disclaimer:

The software and information ("Services") accessed herein were developed exclusively at private expense, and are proprietary to Dun & Bradstreet, Inc., and its affiliates and subsidiaries (collectively, "D&B"), and may include copyrighted works, trade secrets, or other materials created by D&B at great effort and expense.

If the Customer accessing the Services is part of the executive, legislative or judicial branches of the U.S. Federal Government, the Services contained herein are a Commercial Item as that term is defined in FAR 2.101, and are comprised of Technical Data, Computer Software and Computer Software Documentation as those terms are defined in FAR 52.227-14(a) and DFAR 252.227-13.

Customer's rights to use the Services are as described in the government contract signed between D&B and the Government

Under no circumstances will the Customer accessing the Services have greater rights in the Services provided hereunder than "Limited Rights" as that term is defined in FAR 52.227-14 (ALT II) and DFAR 252.227-7013(f) and "Restricted Rights" as that term is defined in FAR 52.227-14 (ALT III) and DFAR 252.227-7014(f), respectively.

LIVE REPORT
Currency: Shown in USD unless otherwise indicated

STEELCASE INC.
Trade Names: STEELCASE

ACTIVE
HEADQUARTERS

D-U-N-S 00-601-6547
Number:
Company: STEELCASE INC.

<p>D&B Address</p> <p>Address: 901 44TH ST SE GRAND RAPIDS, MI, US - 49508</p> <p>Location HEADQUARTERS</p> <p>Type:</p> <p>Phone: 616-247-2710</p> <p>Fax:</p> <p>Web: www.steelcase.com</p>	<p>Added to Portfolio: 01/16/2007</p> <p>Endorsement: DGRIMM@steelcase.com</p> <p>Last View Date: 08/20/2019</p>
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Company Summary

SCORE BAR			
PAYDEX®	↓	70	Paying 15 days past due
Commercial Credit Score Percentile	↑	64	Low to Moderate Risk of severe payment delinquency.
Financial Stress Score National Percentile	↓	55	Moderate Risk of severe financial stress.
D&B Viability Rating	<div style="display: flex; justify-content: center; gap: 5px;"> 1 2 A A </div>		View More Details

Bankruptcy Found

N

D&B Rating

5A2

5A indicates 50 million and over, Credit appraisal of 2 is good

D&B VIABILITY RATING SUMMARY

Viability Score

Viability Score : 1

Low Risk:1 ; High Risk:9

Data Depth Indicator

Data Depth Indicator : A

Predictive:A ; Descriptive:G

Portfolio Comparison

Portfolio Comparison : 2

Low Risk:1 ; High Risk:9

Company Profile:

A

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established

DETAILED TRADE RISK INSIGHT™

3 months from Jun-19 to Aug-19

Days Beyond Terms Past 3 months: 4 Days

Days Beyond Terms Past 3 months : 4

Low Risk:0 ; High Risk:120+

Dollar-weighted average of **180** payment experiences reported from **83** companies.

D&B COMPANY OVERVIEW

This is a headquarters location

Branch(es) or Division(s) exist

Y

Gross Revenue

3443200000

Chief Executive

JAMES P KEANE, PRES-CEO

Age (Year Started)

107 years (1912)

Employees

11700 (583 Here)

History Status

CLEAR

Mailing Address

PO BOX 1967

Net Worth

849800000

Grand Rapids ,MI

49501

Financial Condition

STRONG

Stock Symbol

SCS

SIC

2522 ,2521

Line of business

Mfg furnitures

NAICS

337214

FIRSTRAIN COMPANY NEWS

Powered By FirstRain

Bailard Inc. Makes New \$332,000 Investment in Steelcase Inc. (NYSE:SCS) Tech Know Bits Aug 10, 2019
Google Inc.

Steelcase (NYSE:SCS) Stock Rating Lowered by Seaport Global Securities Tech Know Bits Aug 9, 2019
Google Inc.

Zacks: Analysts Expect Steelcase Inc. (NYSE:SCS) Will Announce Quarterly Sales of \$980.75 Million Tech Know Bits Aug 5, 2019
Google Inc.

Steelcase (NYSE:SCS) Upgraded to 'Hold' by Zacks Investment Research MR Modern Readers Aug 3, 2019
Google Inc.

Steelcase (NYSE:SCS) Downgraded to 'Neutral' at Seaport Global Securities Tech Know Bits Aug 2, 2019
Google Inc.

Steelcase Inc. (NYSE:SCS) CFO Sells \$366,326.31 in Stock Tech Know Bits Jul 23, 2019
Google Inc.

Steelcase (NYSE:SCS) Downgraded to 'Neutral' at Seaport Global Securities Tech Know Bits Jul 18, 2019
Google Inc.

David C. Sylvester Sells 21,017 Shares of Steelcase Inc. (NYSE:SCS) Stock MR Modern Readers Jul 17, 2019
Google Inc.

Analysts Offer Predictions for Steelcase Inc.'s FY2020 Earnings (NYSE:SCS) Tech Know Bits Jul 16, 2019
Google Inc.

The SVP & CFO of Steelcase Inc (SCS) is Selling Shares Smarter Analyst Jul 15, 2019
Google Inc.

Steelcase Inc. (NYSE:SCS) Stock Holdings Lowered by Marshall Wace North America L.P. Tech Know Bits Jul 14, 2019
Google Inc.

Steelcase Inc. (NYSE:SCS) Expected to Post Quarterly Sales of \$980.75 Million Tech Know Bits Jul 13, 2019
Google Inc.

Steelcase (NYSE:SCS) Issues Q2 2020 Earnings Guidance Tech Know Bits Jul 12, 2019
Google Inc.

Stock Traders Purchase Large Volume of Call Options on Steelcase (NYSE:SCS) Tech Know Bits Jul 12, 2019
Google Inc.

Steelcase Inc. (NYSE:SCS) CAO Lizbeth S. O'shaughnessy Sells 20,000 Shares of Stock MR Modern Readers Jul 11, 2019
Google Inc.

Steelcase (NYSE:SCS) Share Price Passes Above 50-Day Moving Average on Insider Selling Tech Know Bits Jul 11, 2019
Google Inc.

The SVP, CAO, GC and Secretary of Steelcase Inc (SCS) is Selling Shares Smarter Analyst Jul 10, 2019
Google Inc.

FY2020 EPS Estimates for Steelcase Inc. Cut by Analyst (NYSE:SCS) Tech Know Bits Jul 8, 2019
Google Inc.

Westpac Banking Corp Has \$7.47 Million Stock Position in Steelcase Inc. (NYSE:SCS) Tech Know Bits Jul 7, 2019
Google Inc.

Steelcase Inc. to Issue Quarterly Dividend of \$0.15 (NYSE:SCS) Tech Know Bits Jul 6, 2019
Google Inc.

Steelcase (NYSE:SCS) Issues FY 2020 Earnings Guidance Tech Know Bits Jul 5, 2019
Google Inc.

Investors Buy High Volume of Steelcase Call Options (NYSE:SCS) Tech Know Bits Jul 5, 2019
Google Inc.

Steelcase Inc. (NYSE:SCS) Director Jennifer C. Niemann Sells 1,020 Shares of Stock MR Modern Readers Jul 4, 2019
Google Inc.

Steelcase (NYSE:SCS) Upgraded to 'Hold' by Zacks Investment Research MR Modern Readers Jul 3, 2019
Google Inc.

Westpac Banking Corp Purchases 159,350 Shares of Steelcase Inc. (NYSE:SCS) Tech Know Bits Jul 1, 2019
Google Inc.

GYL Financial Synergies LLC Makes New \$453,000 Investment in Steelcase Inc. (NYSE:SCS) Tech Know Bits Jun 27, 2019
Google Inc.

Steelcase (NYSE:SCS) Announces Quarterly Earnings Results, Misses Expectations By \$0.04 EPS Tech Know Bits Jun 27, 2019
Google Inc.

Steelcase (NYSE:SCS) Updates Q2 Earnings Guidance Tech Know Bits Jun 27, 2019
Google Inc.

Steelcase Sees Unusually Large Options Volume (NYSE:SCS) Tech Know Bits Jun 27, 2019
Google Inc.

Steelcase Inc. (NYSE:SCS) Declares Quarterly Dividend of \$0.15 MR Modern Readers Jun 26, 2019
Google Inc.

Victory Capital Management Inc. Has \$867,000 Stock Holdings in Steelcase Inc. (NYSE:SCS) Tech Know Bits Jun 23, 2019
Google Inc.

Labor shortage creates order delays, slower growth for Steelcase MiBiz Jun 23, 2019
Google Inc.

New office furniture products fit spaces to workers' needs, movements MiBiz Jun 23, 2019
Google Inc.

Steelcase (NYSE:SCS) Updates FY20 Earnings Guidance MR Modern Readers Jun 22, 2019
Google Inc.

Marshall Wace North America L.P. Lowers Position in Steelcase Inc. (NYSE:SCS) Tech Know Bits Jun 21, 2019
Google Inc.

\$0.43 EPS Expected for Steelcase Inc. (NYSE:SCS) This Quarter MR Modern Readers Jun 21, 2019
Google Inc.

Why Shares of Steelcase Plunged on Thursday Nasdaq Jun 20, 2019
Google Inc.

GYL Financial Synergies LLC Purchases Shares of 31,162 Steelcase Inc. (NYSE:SCS) Tech Know Bits Jun 20, 2019
Google Inc.

Steelcase (NYSE:SCS) Releases Earnings Results, Misses Estimates By \$0.04 EPS Tech Know Bits Jun 20, 2019
Google Inc.

Steelcase Shares Fall After Earnings Disappoint The Street Jun 20, 2019
Google Inc.

Steelcase Misses Its Own Revenue Guidance in an Otherwise Strong Quarter Motley Fool Jun 20, 2019
Google Inc.

Stock Traders Purchase Large Volume of Call Options on Steelcase (NYSE:SCS) Tech Know Bits Jun 20, 2019
Google Inc.

Steelcase -10.5% as Q1 revenue growth trails expectations Seeking Alpha Jun 20, 2019
Google Inc.

Steelcase Reports First Quarter Fiscal 2020 Results Banking Industry Today Jun 19, 2019
Google Inc.

STOCK PERFORMANCE

SCS 15.6 -0.15 ↓ (-0.89%)

Previous Close:

15.73

Volume:

139,576.00

Daily High:

Daily Low:

Daily High:	Daily Low:
15.7	15.52
52-Week High:	52-Week Low:
19.36	13.86
P/E:	Market Cap:
14.57	1,384,230,285
EPS:	Div/Yield:
1.08	3.73

Earnings Scheduled For June 19, 2019 [Benzinga](#) Jun 19, 2019
Google Inc.

Steelcase Q1 2020 Earnings Preview [Seeking Alpha](#) Jun 18, 2019
Google Inc.

Steelcase Inc. (NYSE:SCS) Stake Lowered by ClariVest Asset Management LLC [MR Modern Readers](#) Jun 15, 2019
Google Inc.

Steelcase Inc. (NYSE:SCS) Shares Sold by Fifth Third Bancorp [Tech Know Bits](#) Jun 15, 2019
Google Inc.

Victory Capital Management Inc. Sells 17,215 Shares of Steelcase Inc. (SCS) [Tech Know Bits](#) Jun 8, 2019
Google Inc.

/DISREGARD RELEASE: Taiga Concept/ [PR Newswire](#) Jun 7, 2019
Google Inc.

PUBLIC FILINGS

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	---
Judgments	0	---
Liens	1	12/13/2018
Suits	2	09/02/2016
UCCs	64	01/02/2019

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

Detailed Trade Risk Insight™

Detailed Trade Risk Insight provides detailed updates on over 1.5 billion commercial trade experiences collected from more than 260 million unique supplier/purchaser relationships.

DAYS BEYOND TERMS - PAST 3 & 12 MONTHS

3 months from Jun-19 to Aug-19

Days Beyond Terms : 4 Days

Days Beyond Terms : 4

High Risk:120+ ; Low Risk:0

Dollar-weighted average of **180** payment experiences reported from **83** companies.

12 months from Sep-18 to Aug-19

Days Beyond Terms : 4

Days Beyond Terms : 4

High Risk:120+ ; Low Risk:0

Dollar-weighted average of **260** payment experiences reported from **110** companies.

DEROGATORY EVENTS LAST 13 MONTHS FROM AUG-18 TO AUG-19

No Derogatory trade Event has been reported on this company for the past 13 Months

TOTAL AMOUNT CURRENT AND PAST DUE - 13 MONTH TREND FROM AUG-18 TO AUG-19

Status	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19
Total	4,282,118	5,118,980	4,987,246	5,753,885	5,788,501	5,662,734	5,372,930	6,574,413	5,725,409	6,008,972	5,929,799	6,154,716	6,154,467
Current	3,728,858	4,521,436	4,484,396	4,984,898	4,988,410	5,010,330	4,780,412	5,281,673	4,373,640	5,131,191	5,151,313	5,383,458	5,383,333
1-30 Days Past Due	381,289	347,355	287,529	572,267	555,653	396,378	308,483	557,693	604,446	389,355	401,310	391,680	391,680
31-60 Days Past Due	28,638	161,279	102,349	81,269	136,389	94,503	68,175	169,322	107,962	51,348	81,622	55,375	55,375
61-90 Days Past Due	72,762	20,619	36,969	42,479	34,516	39,131	89,764	416,078	490,080	355,838	214,157	243,178	243,054
91+ Days Past Due	70,571	68,291	76,003	72,972	73,533	122,392	126,096	149,647	149,281	81,240	81,397	81,025	81,025

Corporate Linkage

Increase your understanding of the links and risks between your customers and suppliers with D&B's Interactive Global Family Tree

SUBSIDIARIES (DOMESTIC)

Company	City , State	D-U-N-S® NUMBER
THE DESIGN TEX GROUP INC	NEW YORK , New York	00-591-6374

SMITH SYSTEM MANUFACTURING COMPANY	PLANO , Texas	00-625-0765
HEDBERG DATA SYSTEMS, INC.	EAST WINDSOR , Connecticut	02-513-0410
STEELCASE DEVELOPMENT CORPORATION	CALEDONIA , Michigan	03-983-0489
STOW DAVIS FURNITURE INCORPORATED	CALEDONIA , Michigan	04-154-0113
STEELCASE ASIA PACIFIC HOLDINGS LLC	GRAND RAPIDS , Michigan	11-088-1435
RED THREAD SPACES LLC	BOSTON , Massachusetts	15-726-2619
POLYVISION CORPORATION	JOHNS CREEK , Georgia	61-867-3073
STEELCASE FINANCIAL SERVICES INC.	GRAND RAPIDS , Michigan	79-080-8414
OFFICE PRODUCTS & SUPPLIES INC	GRAND RAPIDS , Michigan	79-211-7129
ANDERSON DESK, INC.	SAN DIEGO , California	80-834-2521
AMQ SOLUTIONS, LLC	SANTA CLARA , California	06-677-0505

SUBSIDIARIES (INTERNATIONAL)

Company	City , Country	D-U-N-S® NUMBER
Steelcase Canada Limited	TORONTO , CANADA	20-130-5638
ORANGEBOX GROUP LIMITED	CARDIFF , UNITED KINGDOM	22-029-8397
Steelcase NV	Antwerpen , BELGIUM	28-300-9181
STEELCASE INC	Istanbul (Europe) , TURKEY	36-672-1020
STEELCASE INC	BAKU , AZERBAIJAN	36-672-1145
STEELCASE HOLDING SAS	SCHILTIGHEIM , FRANCE	50-448-5256
STEELCASE JERAISSY L L C	RIYADH , SAUDI ARABIA	55-228-7963
STEELCASE SOUTH AFRICA (PTY) LTD	Johannesburg , SOUTH AFRICA	55-738-0600

STEELCASE MIDDLE EAST	DUBAI , UNITED ARAB EMIRATES	55-918-7322
STEELCASE	MINSK , BELARUS	56-551-7554
Steelcase	NICOSIA , CYPRUS	60-076-2921
Steelcase de México, S. de R.L. de C.V.	México , MEXICO	81-238-6811
Steelcase Reynosa, S. de R.L. de C.V.	Cd. Reynosa , MEXICO	81-277-4494
Amex de México, S.A. de C.V.	TIJUANA , MEXICO	82-109-4562
Steelcase Comércio de Móveis Ltda	SAO PAULO , BRAZIL	90-875-0094

BRANCHES (DOMESTIC)

Company	City , State	D-U-N-S® NUMBER
STEELCASE INC.	ATHENS , Alabama	01-727-6338
STEELCASE INC.	BOSTON , Massachusetts	01-914-8910
STEELCASE INC.	LAKE OSWEGO , Oregon	02-656-2962
STEELCASE INC.	GRAND RAPIDS , Michigan	03-277-6226
STEELCASE INC.	BOSTON , Massachusetts	03-768-0931
STEELCASE INC.	WHITE HOUSE STATION , New Jersey	04-552-3664
STEELCASE INC.	SOUTHFIELD , Michigan	05-333-8117
STEELCASE INC.	DALLAS , Texas	05-531-8737
STEELCASE INC.	FLETCHER , North Carolina	06-255-3433
STEELCASE INC.	SANTA MONICA , California	07-020-2189
STEELCASE INC.	CHICAGO , Illinois	07-703-7539
STEELCASE INC.	CLEVELAND , Ohio	08-450-1568
STEELCASE INC.	SAN FRANCISCO , California	08-721-5547
STEELCASE INC.	INDIANAPOLIS , Indiana	09-322-9979
STEELCASE INC.	IRVINE , California	09-472-3723

STEELCASE INC.	PHILADELPHIA , Pennsylvania	12-320-1030
STEELCASE INC.	WASHINGTON , District of Columbia	12-773-2774
STEELCASE INC.	MINNEAPOLIS , Minnesota	13-246-0213
STEELCASE INC.	GRAND RAPIDS , Michigan	13-739-9622
STEELCASE INC.	LITHIA SPRINGS , Georgia	14-457-8924
STEELCASE INC.	DENVER , Colorado	15-105-3758
STEELCASE INC.	EDISON , New Jersey	15-308-0721
STEELCASE INC.	CALEDONIA , Michigan	15-900-3487
STEELCASE INC.	SEATTLE , Washington	17-991-5707
STEELCASE INC.	GRAND RAPIDS , Michigan	18-136-3771

**This list is limited to the first 25 branches.
For the complete list - [View Family Tree](#)**

BRANCHES (INTERNATIONAL)

Company	City , Country	D-U-N-S® NUMBER
Steelcase - Representative Office	SUANLUANG , THAILAND	66-099-5671

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Predictive Scores

D&B VIABILITY RATING SUMMARY

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:

Viability Score

Compared to All US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked **1** have a probability of becoming no longer viable: **0.2 %**
- Percentage of businesses ranked **1**: **0.3 %**
- Across all US businesses, the average probability of becoming no longer viable: **14 %**

Portfolio Comparison

Compared to All US Businesses within the same MODEL SEGMENT:

- Model Segment : **Available Financial Data**
- Level of Risk: **Low Risk**
- Businesses ranked **2** within this model segment have a probability of becoming no longer viable: **0.2 %**
- Percentage of businesses ranked **2** with this model segment: **14 %**

- Within this model segment, the average probability of becoming no longer viable: **0.6 %**

Data Depth Indicator

Data Depth Indicator:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Comprehensive Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

To help improve the current data depth of this company, you can ask D&B to make a personalized request to this company on your behalf to obtain its latest financial information. To make the request, click the link below. Note, the company must be saved to a folder before the request can be made.

Request Financial Statements

Reference the FINANCIALS tab for this company to monitor the status of your request.

Company Profile:

Company Profile Details:

- Financial Data: **Available**
- Trade Payments: **Available: 3+Trade**
- Company Size: **Large: Employees:50+ or Sales: \$500K+**
- Years in Business: **Established: 5+**

A

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available: 3+Trade	Large	Established

CREDIT CAPACITY SUMMARY

This credit rating was assigned because of D&B's assessment of the company's creditworthiness. For more information, see the

D&B Rating Key

D&B Rating: 5A2

Financial Strength: 5A indicates 50 million and over

Composite credit appraisal: 2 is good

The Rating was changed on April 18, 2019 because of changes in financial information, payment information, or other information about this business.

Number of Employees Total: 11,700 (583 here) (As of 24-May-19)

Worth: 849,800,000 (As of 24-May-19)

Working Capital: \$315,400,000 (As of 24-May-19)

Payment Activity

(based on 268 experiences)

Average High Credit:

\$65,026

Highest Credit:

\$2,000,000

Total Highest Credit:

\$13,541,800

Below is an overview of the company's rating history since 01-01-1991.

D&B Rating	Date Applied
5A2	04/18/2019
5A3	06/24/2016
5A2	04/19/2016
5A3	08/20/2015
5A2	05/12/2003
5A1	01/01/1991

Note: The Worth amount in this section may have been adjusted by D&B to reflect typical deductions, such as certain intangible assets.

D&B CREDIT LIMIT RECOMMENDATION

Conservative credit Limit: 1,000,000

Aggressive credit Limit: 1,000,000

Risk category for this business: LOW

Risk category for this business: : LOW

The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports.

Risk is assessed using D&Bs scoring methodology and is one factor used to create the recommended limits. See Help for details.

FINANCIAL STRESS CLASS SUMMARY

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000), which is lower than the average of businesses in D & B's database

Financial Stress Class :

Financial Stress Class : 3 ⬇️

Low Risk:1 ; High Risk:5

Moderately lower than average risk of severe financial stress, such as a bankruptcy or going out of business with unpaid debt, over the next 12 months.

Probability of Failure:

- Risk of Severe Financial Stress for Businesses with this Class: **0.24%** (24 per 10,000)
- Financial Stress National Percentile : **55** (Highest Risk: 1; Lowest Risk: 100)
- Financial Stress Score : **1486** (Highest Risk: 1,001; Lowest Risk: 1,875)

- Average Risk of Severe Financial Stress for Businesses in D&B database: **0.48%** (48 per 10,000)

The Financial Stress Class of this business is based on the following factors:

- Low proportion of satisfactory payment experiences to total payment experiences.
- High proportion of past due balances to total amount owing.
- High proportion of slow payment experiences to total number of payment experiences.
- UCC Filings reported.
- High number of inquiries to D & B over last 12 months.

Financial Stress Percentile Trend:

- Notes:**
- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
 - The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.
 - The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
 - The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
This Business	55
Region: EAST NORTH CENTRAL	50
Industry: MANUFACTURING	52
Employee range: 500+	61
Years in Business: 26+	77

This Business has a Financial Stress Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

CREDIT SCORE SUMMARY

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms).

The Credit Score class of 3 for this company shows that 5.8% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

Credit Score Class :

Credit Score Class : 3

Low Risk:1 ; High Risk:5

Moderate risk of severe payment delinquency over next 12 months.

Incidence of Delinquent Payment

- Among Companies with this Classification: **5.80%**
- Average compared to businesses in D&B's database: **10.20%**
- Credit Score Percentile : **64** (Highest Risk: 1; Lowest Risk: 100)
- Credit Score : **519** (Highest Risk: 101; Lowest Risk: 670)

The Credit Score Class of this business is based on the following factors:

- Proportion of past due balances to total amount owing
- Proportion of slow payments in recent months
- Higher risk industry based on delinquency rates for this industry
- Total Liabilities to Net Worth influencing the score
- Evidence of open suits and liens

Credit Score Class Percentile Trend:

Notes

- The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
This Business	64
Region: EAST NORTH CENTRAL	54
Industry: MANUFACTURING	62
Employee range: 500-38527	84
Years in Business: 26+	85

This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

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Trade Payments

D&B PAYDEX®

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trade references. Learn more about the D&B PAYDEX

Timeliness of historical payments for this company.

Current PAYDEX 70 Equal to 15 days beyond terms (Pays more slowly than the average for its industry of 6 days beyond terms)	Payments Within Terms 71% Total payment Experiences in D&Bs File (HQ) 268 Trade Experiences with Slow or Negative Payments(%) 33.58% Total Placed For Collection 0	Average High Credit \$65,026 Largest High Credit \$2,000,000 Highest Now Owing \$2,000,000 Highest Past Due \$900,000
Industry Median 76 Equal to 6 days beyond terms		
Payment Trend Unchanged Compared to payments three months ago		
Indications of slowness can be the result of dispute over merchandise, skipped invoices etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.		

D&B has not received a sufficient sample of payment experiences to establish a PAYDEX score. D&B receives nearly 400 million payment experiences each year. We enter these new and updated experiences into D&B Reports as this information is received. At this time, none of those experiences relate to this company.

<h3>D&B PAYDEX</h3> <p>D&B PAYDEX : 70 ⬇</p> <p>Low Risk (100) ; High Risk (1)</p> <p>When weighted by amount, payments to suppliers average 15 days beyond terms</p> <p><input type="checkbox"/> High risk of late payment (Average 30 to 120 days beyond terms)</p> <p><input type="checkbox"/> Medium risk of late payment (Average 30 days or less beyond terms)</p>	<h3>3-MONTH D&B PAYDEX</h3> <p>3-Month D&B PAYDEX : 70 ⬇</p> <p>Low Risk (100) ; High Risk (1)</p> <p>Based on payments collected over last 3 months.</p> <p>When weighted by amount, payments to suppliers average 15 days beyond terms</p> <p><input type="checkbox"/> High risk of late payment (Average 30 to 120 days beyond terms)</p>
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terms)

Low risk of late payment (Average prompt to 30+ days sooner)

Medium risk of late payment (Average 30 days or less beyond terms)

Low risk of late payment (Average prompt to 30+ days sooner)

D&B PAYDEX® COMPARISON

CURRENT YEAR

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Mfg furnitures , based on SIC code 2522 .

Shows the trend in D&B PAYDEX scoring over the past 12 months.

	9/18	10/18	11/18	12/18	1/19	2/19	3/19	4/19	5/19	6/19	7/19	7/19
This Business	69	70	69	70	70	70	69	73	71	70	69	70
Industry Quartile												
Upper	-	79	-	-	79	-	-	79	-	-	79	-
Median	-	76	-	-	76	-	-	76	-	-	76	-
Lower	-	70	-	-	70	-	-	69	-	-	69	-

Current PAYDEX for this Business is 70 , or equal to 15 days beyond terms

The 12-month high is 73 , or equal to 11 DAYS BEYOND terms

The 12-month low is 71 , or equal to 14 DAYS BEYOND terms

PREVIOUS YEAR

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Mfg furnitures , based on SIC code 2522 .

Previous Year	10/17 Q1'17	1/18 Q2'18	4/18 Q3'18	7/18 Q4'18
This Business	70	68	67	68
Industry Quartile				
Upper	79	79	79	79
Median	76	76	76	76
Lower	71	71	70	71

Based on payments collected over the last 4 quarters.

Current PAYDEX for this Business is 70, or equal to 15 days beyond terms

The present industry median Score is 76, or equal to 6 DAYS BEYOND terms

Industry upper quartile represents the performance of the payers in the 75th percentile

Industry lower quartile represents the performance of the payers in the 25th percentile

PAYMENT HABITS

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.

<u>Credit Extended</u>	<u>Payment Experiences</u>	<u>Total Amount</u>	<u>% of Payments Within Terms</u>
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Over 100,000	33	11,050,000	69%
50,000-100,000	17	1,055,000	76%
15,000-49,999	44	1,085,000	74%
5,000-14,999	38	265,000	65%
1,000-4,999	30	52,500	71%
Under 1,000	46	18,100	63%

Based on payments collected over last 24 months.

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc.

PAYMENT SUMMARY

There are 268 payment experience(s) in D&Bs file for the most recent 24 months, with 184 experience(s) reported during the last three month period.

The highest Now Owes on file is 2000000 . The highest Past Due on file is 900000

Below is an overview of the company's currency-weighted payments, segmented by it's supplier's primary industries:

Top Industries	Total Revd (#)	Total Amount	Largest High Credit	Within Terms (%)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
Nonclassified	25	4,267,300	2,000,000	64	26	0	10	0
Trucking non-local	13	1,346,350	600,000	49	50	0	0	1
Whol industrial equip	12	130,750	40,000	88	0	12	0	0
Whol industrial suppl	11	312,500	100,000	73	25	0	0	2
Short-trm busn credit	9	847,600	400,000	98	2	0	0	0
Public finance	8	87,150	50,000	100	0	0	0	0
Whol nondurable goods	6	535,750	400,000	58	0	37	0	5
Telephone communictns	6	500,500	200,000	100	0	0	0	0
Detective/guard svcs	5	190,100	100,000	100	0	0	0	0
Whol service paper	5	32,600	15,000	57	35	0	0	8
Arrange cargo transpt	4	546,000	500,000	92	0	0	8	0
Manmade broadwvn mill	4	121,000	55,000	77	23	0	0	0
Ret furniture	4	31,500	25,000	57	40	0	2	1
Truck rental/leasing	4	52,500	25,000	41	26	33	0	0
Whol chemicals	4	38,500	15,000	97	3	0	0	0
Misc business service	4	3,850	2,500	86	0	1	0	13
Mfg computer storage	3	272,500	250,000	49	1	46	0	4
Radiotelephone commun	3	110,750	100,000	45	5	50	0	0
Facilities support	3	75,000	35,000	100	0	0	0	0
Mechanical contractor	3	52,500	25,000	100	0	0	0	0
Whol metal	3	12,750	7,500	51	49	0	0	0
Mfg wood fixtures	2	901,000	900,000	100	0	0	0	0
Whol piece goods	2	500,000	300,000	100	0	0	0	0
Data processing svcs	2	300,000	200,000	17	33	0	50	0
Mfg misc plastic prdt	2	150,000	90,000	70	30	0	0	0
Help supply service	2	31,000	30,000	100	0	0	0	0
Mfg metal cut mach	2	25,000	20,000	60	0	0	0	40
Mfg plane engine/part	2	15,250	15,000	0	50	0	1	49
Whol const/mine equip	2	10,750	10,000	100	0	0	0	0
Engineering services	2	15,000	7,500	75	0	0	0	25
Executive office	2	5,250	5,000	100	0	0	0	0
Electric services	2	3,500	2,500	100	0	0	0	0
Prepackaged software	2	3,000	2,500	83	17	0	0	0
Whol auto parts	2	550	500	46	9	0	0	45
Misc personal svcs	1	200,000	200,000	0	0	0	100	0

Whol petroleum prdts	1	200,000	200,000	100	0	0	0	0
Whol office equipment	1	200,000	200,000	100	0	0	0	0
Misc computer service	1	200,000	200,000	100	0	0	0	0
Mfg converted paper	1	200,000	200,000	0	100	0	0	0
Surety insurance	1	200,000	200,000	0	0	0	100	0
Mfg wood office furn	1	100,000	100,000	50	50	0	0	0
Paperboard mill	1	100,000	100,000	100	0	0	0	0
Testing laboratory	1	90,000	90,000	50	50	0	0	0
Mfg wood home furn	1	75,000	75,000	100	0	0	0	0
Mfg nonwd office furn	1	60,000	60,000	0	100	0	0	0
Natnl commercial bank	1	55,000	55,000	100	0	0	0	0
Whol motor vehicles	1	50,000	50,000	50	0	0	50	0
State commercial bank	1	45,000	45,000	100	0	0	0	0
Whol electrical equip	1	30,000	30,000	100	0	0	0	0
Flooring contractor	1	30,000	30,000	100	0	0	0	0
Mfg analytic instrmnt	1	20,000	20,000	100	0	0	0	0
Mfg manifold forms	1	20,000	20,000	50	50	0	0	0
Mfg adhesives/sealant	1	20,000	20,000	100	0	0	0	0
Steel works	1	15,000	15,000	100	0	0	0	0
Whol office supplies	1	15,000	15,000	50	0	0	50	0
Mfg elevator/escaltrs	1	10,000	10,000	100	0	0	0	0
Mfg air/gas compress	1	10,000	10,000	100	0	0	0	0
Mfg refrig/heat equip	1	10,000	10,000	50	50	0	0	0
Business consulting	1	7,500	7,500	100	0	0	0	0
Whol groceries	1	7,500	7,500	100	0	0	0	0
Whol electronic parts	1	5,000	5,000	0	100	0	0	0
Tour operator	1	5,000	5,000	100	0	0	0	0
Mfg curtain/drapes	1	2,500	2,500	100	0	0	0	0
Mfg environment cntrl	1	1,000	1,000	100	0	0	0	0
Investment advice	1	750	750	0	50	0	50	0
Airport/airport svcs	1	750	750	100	0	0	0	0
Mfg furn/fixtures	1	750	750	100	0	0	0	0
Mfg plane parts/equip	1	750	750	100	0	0	0	0
Family social service	1	500	500	50	0	0	50	0
Local truck w/storage	1	500	500	50	50	0	0	0
Mfg process controls	1	500	500	100	0	0	0	0
Mfg paint/allied prdt	1	500	500	100	0	0	0	0
Whol lumber/millwork	1	500	500	100	0	0	0	0
Whol plastic material	1	500	500	100	0	0	0	0
Ret stationery	1	250	250	100	0	0	0	0
Whol misc profsn eqpt	1	250	250	100	0	0	0	0
Reg misc coml sector	1	250	250	100	0	0	0	0
Mfg signs/ad spectlys	1	100	100	100	0	0	0	0
Misc business credit	1	7,500	0	0	100	0	0	0
Newspaper-print/publ	1	0	0	0	0	0	0	0

Other payment categories

Cash experiences 48 \$11,900 \$2,500

Payment record unknown 9 \$4,300 \$2,500

Unfavorable comments 0 \$0 \$0

Placed for collections 0 \$0 \$0

Total in D&B's file 268 \$13,541,800 \$2,000,000

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices, etc.

DETAILED PAYMENT HISTORY FOR THIS COMPANY

<u>Date Reported (mm/yy)</u>	<u>Paying Record</u>	<u>High Credit</u>	<u>Now Owes</u>	<u>Past Due</u>	<u>Selling Terms</u>	<u>Last Sale Within (month)</u>
08/19	Ppt	500,000	400,000	2,500		1 mo
08/19	Ppt	5,000	750	0		1 mo
08/19	Ppt-Slow 60	25,000	5,000	0		1 mo
07/19	Ppt	200,000	0	0		4-5 mos
07/19	Ppt	200,000	200,000	0		1 mo
07/19	Ppt	100,000	100,000	0		1 mo
07/19	Ppt	100,000	85,000	7,500	N45	1 mo
07/19	Ppt	85,000	40,000	0		1 mo
07/19	Ppt	55,000	55,000	0	N30	1 mo
07/19	Ppt	50,000	15,000	0	N45	1 mo
07/19	Ppt	40,000	10,000	0		1 mo
07/19	Ppt	35,000	35,000	0		1 mo
07/19	Ppt	25,000	25,000	0		1 mo
07/19	Ppt	25,000	25,000	0		1 mo
07/19	Ppt	20,000	15,000	0		1 mo
07/19	Ppt	15,000	10,000	0		1 mo
07/19	Ppt	15,000	10,000	750		1 mo
07/19	Ppt	15,000	10,000	0		1 mo
07/19	Ppt	10,000	5,000	0		1 mo
07/19	Ppt	7,500	5,000	0		1 mo
07/19	Ppt	7,500	2,500	0		1 mo
07/19	Ppt	5,000	0	0		6-12 mos
07/19	Ppt	5,000	0	0		6-12 mos
07/19	Ppt	2,500	0	0		2-3 mos
07/19	Ppt	2,500	0	0	N45	6-12 mos
07/19	Ppt	2,500	2,500	0		1 mo
07/19	Ppt	2,500	2,500	0		1 mo
07/19	Ppt	2,500	2,500	0	Lease Agreeemnt	1 mo
07/19	Ppt	2,500	2,500	0	Lease Agreeemnt	1 mo
07/19	Ppt	2,500	0	0		2-3 mos
07/19	Ppt	1,000	1,000	0		1 mo
07/19	Ppt	1,000				1 mo
07/19	Ppt	1,000				1 mo

07/19	Ppt	1,000	50	0		1 mo
07/19	Ppt	750	0	0		6-12 mos
07/19	Ppt	750	250	0	N30	1 mo
07/19	Ppt	500	0	0	N30	6-12 mos
07/19	Ppt	500	0	0		2-3 mos
07/19	Ppt	250	0	0		6-12 mos
07/19	Ppt	250	0	0		2-3 mos
07/19	Ppt	250	0	0		6-12 mos
07/19	Ppt	250	50	0		1 mo
07/19	Ppt	100	100	0	Lease Agreemnt	1 mo
07/19	Ppt	100	0	0		1 mo
07/19	Ppt-Slow 10	500,000	250,000	0	N30	1 mo
07/19	Ppt-Slow 15	15,000	0	0		4-5 mos
07/19	Ppt-Slow 30	200,000	200,000	15,000		1 mo
07/19	Ppt-Slow 30	100,000	0	0		4-5 mos
07/19	Ppt-Slow 30	55,000	40,000	0		1 mo
07/19	Ppt-Slow 30	45,000	25,000	10,000	N30	1 mo
07/19	Ppt-Slow 30	20,000	20,000	7,500	N30	1 mo
07/19	Ppt-Slow 30	7,500	0	0		2-3 mos
07/19	Ppt-Slow 30	1,000	1,000	0		1 mo
07/19	Ppt-Slow 45	250	250	250		2-3 mos
07/19	Ppt-Slow 90	35,000	25,000	5,000		1 mo
07/19	Ppt-Slow 90	2,500	2,500	1,000		1 mo
07/19	Ppt-Slow 90	750	0	0		4-5 mos
07/19	Ppt-Slow 120	5,000	1,000	500		1 mo
07/19	Slow 5	5,000	2,500	1,000		1 mo
07/19	Slow 15	15,000	2,500	2,500		1 mo
07/19	Slow 15	500	100	0		1 mo
07/19	Slow 30	2,500	1,000	1,000		1 mo
07/19	Slow 30	1,000	0	0		1 mo
07/19	Slow 30-60	15,000	0	0	N30	6-12 mos
07/19	Slow 60	50	0	0		6-12 mos
07/19	Slow 80	15,000	0	0	N30	4-5 mos
07/19	Slow 30-90	200,000	100,000	90,000		1 mo
07/19	Slow 90+	5,000	2,500	2,500		

07/19	Slow 120+	100	0	0		6-12 mos
07/19	Slow 180+	2,500	2,500	1,000		1 mo
07/19	(071)	0	0	0	Cash account	1 mo
06/19	Ppt	250	0	0	N30	2-3 mos
06/19	Ppt-Slow 120+	55,000	45,000	20,000		1 mo
03/19	Ppt	500	0	0		6-12 mos
01/19	Ppt	100	0	0		6-12 mos
12/18	Ppt	750	0	0	N30	6-12 mos
09/18	(077)	50			Cash account	6-12 mos
08/18	Ppt	1,000	0	0		6-12 mos
08/18	Ppt	100	0	0		6-12 mos
06/18	(080)				Sales COD	1 mo

Payments Detail Key: ■ 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported

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Public Filings

The following data includes both open and closed filings found in D&B's database on this company.

Bankruptcies	Judgments	Liens	Suits	UCCs
0	0	1	2	64
Latest Filing:	Latest Filing:	Latest Filing: 12-13-2018	Latest Filing: 09-02-2016	Latest Filing: 01-02-2019

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

LIENS

A **Lien** holder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lien holder against a debtor may be indicative of such an occurrence.

Amount 1492

Status Open

CASE NO. 18-1262190

Type	County Tax
Filed By	TAX COLLECTOR
Against	STEELCASE INC, LOS ANGELES, CA
Where Filed	LOS ANGELES COUNTY RECORDER OF DEEDS, NORWALK, CA
Date Status Attained	12-13-2018
Date Filed	12-13-2018
Latest Info Received	01-18-2019

SUITS

Status	Pending
DOCKET NO.	201600804451
Plaintiff	BLOCKER, KEVIN, WILLIAMSTOWN, NJ
Defendant	STEELCASE INC. AND OTHERS
Cause	Negligence
Where filed	PHILADELPHIA COUNTY COMMON PLEAS COURT, PHILADELPHIA, PA
Date status attained	09-02-2016
Date filed	09-02-2016
Latest Info Received	09-09-2016

Status	Pending
CASE NO.	44-CV-2013-900071.00
Plaintiff	LAUDERDALE STANLEY, ELKMONT, AL
Defendant	STEELCASE, INC., ATHENS, AL
Cause	WORKMANS COMP
Where filed	LIMESTONE COUNTY CIRCUIT COURT, ATHENS, AL

Date status attained 02-11-2013

Date filed 02-11-2013

Latest Info Received 02-28-2013

If it is indicated that there are defendants other than the report subject, the lawsuit may be an action to clear title to property and does not necessarily imply a claim for money against the subject.

UCC FILINGS

Collateral Communications equipment including proceeds and products - Computer equipment including proceeds and products - Leased Business machinery/equipment including proceeds and products

Type Original

Sec. Party IKON FINANCIAL SVCS, MACON, GA

Debtor STEELCASE INC

Filing No. 2011109430-6

Filed With UNIFORM COMMERCIAL CODE SECTION, LANSING, MI

Date Filed 07-30-2011

Latest Info Received 08-30-2011

Collateral Computer equipment and proceeds

Type Original

Sec. Party IBM CREDIT LLC, ARMONK, NY

Debtor STEELCASE INC.

Filing No. 00719000241

Filed With BARROW COUNTY SUPERIOR COURT CLERKS OFFICE, WINDER, GA

Date Filed 01-02-2019

Latest Info Received 02-19-2019

Collateral	Computer equipment and proceeds
Type	Original
Sec. Party	IBM CREDIT LLC, ARMONK, NY
Debtor	STEELCASE INC.
Filing No.	00717045529
Filed With	BARROW COUNTY SUPERIOR COURT CLERKS OFFICE, WINDER, GA
Date Filed	10-26-2017
Latest Info Received	11-21-2017

Collateral	Equipment and proceeds
Type	Original
Sec. Party	STILES MACHINERY, INC., GRAND RAPIDS, MI
Debtor	STEELCASE INC, SAN DIEGO, CA
Filing No.	157494720302
Filed With	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA
Date Filed	11-12-2015
Latest Info Received	11-30-2015

Collateral	Computer equipment and proceeds
Type	Original
Sec. Party	IBM CREDIT LLC, ARMONK, NY
Debtor	STEELCASE INC.
Filing No.	2015132982-2
Filed With	UNIFORM COMMERCIAL CODE SECTION, LANSING, MI
Date Filed	09-22-2015

Latest Info Received 10-27-2015

Collateral Computer equipment and proceeds

Type Original

Sec. Party IBM CREDIT LLC, ARMONK, NY

Debtor STEELCASE INC.

Filing No. 2015132981-0

Filed With UNIFORM COMMERCIAL CODE SECTION, LANSING, MI

Date Filed 09-22-2015

Latest Info Received 10-27-2015

Collateral Computer equipment and proceeds

Type Original

Sec. Party IBM CREDIT LLC, ARMONK, NY

Debtor STEELCASE INC.

Filing No. 2015132979-5

Filed With UNIFORM COMMERCIAL CODE SECTION, LANSING, MI

Date Filed 09-22-2015

Latest Info Received 10-27-2015

Collateral Computer equipment and proceeds

Type Original

Sec. Party IBM CREDIT LLC, ARMONK, NY

Debtor STEELCASE INC.

Filing No. 2015124149-6

Filed With UNIFORM COMMERCIAL CODE SECTION, LANSING, MI

Date Filed 09-01-2015

Latest Info Received 09-25-2015

Collateral Computer equipment and proceeds - Leased Business machinery/equipment and proceeds

Type Original

Sec. Party IKON FINANCIAL SVCS, MACON, GA

Debtor STEELCASE INC.

Filing No. 2011172825-0

Filed With UNIFORM COMMERCIAL CODE SECTION, LANSING, MI

Date Filed 12-10-2011

Latest Info Received 01-25-2012

Collateral Equipment and proceeds

Type Original

Sec. Party THOMPSON TRACTOR CO., INC., BIRMINGHAM, AL

Debtor STEELCASE, INC.

Filing No. 2011125557-4

Filed With UNIFORM COMMERCIAL CODE SECTION, LANSING, MI

Date Filed 09-01-2011

Latest Info Received 09-22-2011

There are additional UCC's in D&B's file on this company available by contacting 1-800-234-3867

GOVERNMENT ACTIVITY

Activity summary

Borrower (Dir/Guar) NO

Administrative Debt NO

Contractor YES

Grantee NO

Party excluded from federal program(s) NO

Possible candidate for socio-economic program consideration

Labour Surplus Area N/A

Small Business N/A

8(A) firm N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

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History & Operations

COMPANY OVERVIEW

Company Name STEELCASE INC.	Phone 616 247-2710	History CLEAR
Doing Business As STEELCASE	URL www.steelcase.com	Present management control 107 years
Street Address 901 44th St Se Grand Rapids, MI 49508	Stock Symbol SCS	Operations Profitable
Mailing Address: PO Box 1967 Grand Rapids MI 49501		

HISTORY

The following information was reported **06/27/2019**

- Officer(s):**
- ROBERT C PEW III, NON EXEC CHB+
 - JAMES P KEANE, PRES-CEO+
 - DAVID C SYLVESTER, SR V PRES-CFO
 - LIZBETH S O'SHAUGHNESSY, SR V PRES-CHIEF ADM OFFICER-GEN COUNSEL
 - MARK T MOSSING, CAO-CORP CONTRL

DIRECTOR(S): The officers identified by (+) and Lawrence J Blanford, Timothy C E Brown, Connie K Duckworth, David W Joos, Todd P Kelsey, Jennifer C Niemann, Cathy D Ross, Peter M Wege II, P Craig Welch Jr, and Kate Pew Wolters.

The Michigan Secretary of State's business registrations file showed that Steelcase Inc. was registered as a Corporation on March 16, 1912, under the file registration number 800120308.

Business started 1912.

The company was founded in 1912 and became publicly-traded in 1998.

The company's class A common stock is traded on the New York Stock Exchange (NYSE) under the symbol "SCS ". As of April 4, 2018, there were 5,788 shareholders of record of the company's class A common stock. As of May 14, 2018, those shareholders identified by the company as beneficially owning 5% or more of the outstanding Class A common stock were: The Vanguard Group, Inc. (8.3%); BlackRock, Inc. (6.9%); Wellington Management Group LLP (6.8%); and LSV Asset Management (5.6%). As of the same date, directors and officers as a group beneficially owns 2.3% of the outstanding Class A common stock.

The company's class B common stock is not registered under the Exchange Act or publicly traded. As of April 4, 2018, there were 80 shareholders of record of the company's Class B common stock. As of May 14, 2018, those shareholders identified by the company as beneficially owning 5% or more of the outstanding Class B common stock were: Fifth Third Bancorp (52.9%); ABJ Investments, Limited Partnership and Olive Shores Del, Inc. (9.9%); Anne Hunting (14.3%); William P Crawford (7.0%); and James T Osborne (5.2%). As of the same date, directors and officers as a group beneficially owns 60.8% of the outstanding Class B common stock.

RECENT EVENTS:

On September 19, 2018, the company acquired Orangebox Group Limited ("Orangebox "), a U.K.-based manufacturer of task seating, privacy solutions and collaborative furniture. The transaction included the purchase of all of the outstanding capital stock of Orangebox for \$78.9 (or 60.0) less an adjustment for working capital of \$0.1 in an all-cash transaction. An additional \$3.9 (or 3.0) is payable to one of the sellers over three years, contingent upon the achievement of certain business performance obligations.

On July 12, 2018, the company acquired Smith System Manufacturing Company ("Smith System "), a Texas-based manufacturer of high quality furniture for the pre-K-12 education market. The total purchase price for the acquisition was \$140.0, payable in cash, plus a net adjustment for working capital of \$8.4.

On December 26, 2017, the company acquired AMQ Solutions ("AMQ "). In addition, the company acquired certain assets of an affiliated company, Tricom Vision Limited. The total purchase price for the acquisition was \$69.9, payable in cash, which was primarily funded by the liquidation of short-term investments. An additional \$4.5 is payable to the sellers contingent upon certain performance obligations being met over a two year period.

ROBERT C PEW III. Director since 1987. He is the Non-Executive Chairman of the Board of the company. He has been a private investor since 2004.

JAMES P KEANE. Director since 2013. He has been President and CEO of the company since March 2014 after serving in other various positions with the company since joining in 1997.

DAVID C SYLVESTER. He has been the Senior Vice President and CFO of the company since April 2011. He has been employed by the company since 1995.

LIZBETH S O'SHAUGHNESSY. She has been Senior Vice President, Chief Administrative Officer, General Counsel and Secretary since June 2014 after serving in other various roles with the company since he has been employed by the company since 1992.

MARK T MOSSING. He has been the Corporate Controller and CAO of the company since April 2008. He has been employed by the company since 1993.

LAWRENCE J BLANFORD. Director since 2012. He was the President and CEO of Green Mountain Coffee Roasters, Inc. from 2007 to December 2012.

TIMOTHY C E BROWN. Director since 2016. He has been the CEO and President of IDEO LP since 2000.

CONNIE K DUCKWORTH. Director since 2010. She has been the Chairman and CEO of ARZU, Inc. since 2003.

DAVID W JOOS. Director since 2001. He has been the Chairman of the Board of CMS Energy Corporation and Consumers Energy Company from 2010 to May 2016.

TODD P KELSEY. Director since 2017. He is the President and CEO of Plexus Corp.

JENNIFER C NIEMANN. Director since 2017. She has been the President and CEO of Forward Space, LLC since 2014.

CATHY D ROSS. Director since 2006. She was Executive Vice President and CFO of Federal Express Corporation from September 2010 to July 2014.

PETER M WEGE II. Director since 1979. He has been the Chairman of the Board of Contract Pharmaceuticals Limited since 2000.

P CRAIG WELCH JR. Director since 1979. He has been the Manager and a Member of Honzo Fund LLC since 1999.

KATE PEW WOLTERS. Director since 2001. She is President of the Kate and Richard Wolters Foundation and a community volunteer and advisor.

AFFILIATES: The following are related through common principals, management and/or ownership

BUSINESS REGISTRATION

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF 08/1

This data is for informational purposes only. Certification can only be obtained through the Michigan Department of Consumer and Industry Services, Bureau of Commercial Services, Corporation Division.

Registered Name: STEELCASE INC.

Business type: DOMESTIC CORPORATION

Corporation type: PROFIT

Date incorporated: 03/16/1912

State of incorporation: MICHIGAN

Filing date: 03/16/1912

Registration ID: 800120308

Duration: PERPETUAL

Status: ACTIVE

Where filed: CORPORATIONS & DEVELOPMENT BUREAU, LANSING ,MI

Registered agent: THE CORPORATION COMPANY, 40600 ANN ARBOR RD E STE 201 ,PLYMOUTH,MI,481700000

OPERATIONS

06/27/2019

Description:

- The company manufactures and sells integrated furniture settings, user-centered technologies, and interior architectural products. It operates through Americas, EMEA, and Other Category segments. The company's furniture portfolio includes panel-based furniture systems, storage products, fixed and height-adjustable desks, benches, and tables, as well as other products, including worktools. Its seating products comprise ergonomic task chairs; seating for collaborative or casual settings; and specialty seating for specific vertical markets, such as healthcare and education. The company's interior architectural products include full and partial height walls and doors. It also provides textiles, wall coverings, and surface imaging solutions for architects and designers; and ceramic steel surfaces for use in various applications, including static whiteboards and chalkboards through third party fabricators and distributors, as well as workplace strategy consulting, data-driven space measurement, lease origination, furniture and asset management, and hosted event services.
- Terms are cash and on contract basis. Sells to commercial concerns. Territory : International.
- Nonseasonal.

Employees: 11,700 which includes officer(s). 583 employed here.
Additionally, the company had approximately 1,600 temporary workers who primarily work in manufacturing.

Facilities: Occupies premises in a building.

Branches: The business has branch(es) division(s); detailed branch information is available in Dun & Bradstreet's linkage or family products.

Subsidiaries:

- The business has subsidiary(ies); detailed subsidiary information is available in Dun & Bradstreet's linkage or family tree products.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

- 2522 0000 Office furniture, except wood
- 2522 0102 Chairs, office: padded or plain: except wood
- 2522 0401 Desks, office: except wood
- 2522 0301 Cabinets, office: except wood
- 2521 0000 Wood office furniture
- 2521 0102 Chairs, office: padded, upholstered, or plain:

NAICS:

- 337214 Office Furniture (except Wood) Manufacturing
- 337214 Office Furniture (except Wood) Manufacturing
- 337214 Office Furniture (except Wood) Manufacturing
- 337214 Office Furniture (except Wood) Manufacturing
- 337211 Wood Office Furniture Manufacturing
- 337211 Wood Office Furniture Manufacturing
- 337211 Wood Office Furniture Manufacturing
- 337211 Wood Office Furniture Manufacturing
- 335129 Other Lighting Equipment Manufacturing
- 541618 Other Management Consulting Services

wood

- 2521 0301 Desks, office: wood
- 2521 0202 Cabinets, office: wood
- 3648 0000 Lighting equipment, nec
- 8748 0000 Business consulting, nec

Financials

COMPANY FINANCIALS

D&B

□

Company Financial: Edgar (Annual Statement)

BALANCE SHEET

Period Ending	Fiscal Consolidated Feb 22 2019	Fiscal Consolidated Feb 23 2018	Fiscal Consolidated Feb 24 2017
ASSETS			
Current Assets			
Cash and Cash Equivalents	261,300,000.00	283,100,000.00	197,100,000.00
Short Term Investments	UN	UN	73,400,000.00
Net Trade Receivables	390,300,000.00	300,300,000.00	307,600,000.00
Inventory	224,800,000.00	184,600,000.00	163,100,000.00
Other Current Assets	72,200,000.00	85,900,000.00	78,000,000.00
Total Current Assets	948,600,000.00	853,900,000.00	819,200,000.00
Property, Plant and Equipment	455,500,000.00	435,100,000.00	408,100,000.00
Fixed Assets	455,500,000.00	435,100,000.00	408,100,000.00
Long Term Investments	56,900,000.00	48,400,000.00	50,500,000.00
Deferred Long Term Asset Charges	135,800,000.00	135,400,000.00	179,600,000.00
Other Assets	185,500,000.00	202,600,000.00	211,100,000.00
Goodwill	240,800,000.00	138,200,000.00	106,700,000.00
Total Assets	2,142,400,000.00	1,859,200,000.00	1,792,000,000.00
Accumulated Amortization	UN	UN	UN
Intangible Assets	119,300,000.00	45,600,000.00	16,800,000.00

LIABILITIES	Fiscal Consolidated Feb 22 2019	Fiscal Consolidated Feb 23 2018	Fiscal Consolidated Feb 24 2017
Current Liabilities			
Accounts Payable	554,700,000.00	505,600,000.00	484,300,000.00
Short Term And Current Long Term Debt	4,100,000.00	2,800,000.00	2,800,000.00
Other Current Liabilities	36,400,000.00	46,300,000.00	36,300,000.00
Total Current Liabilities	595,200,000.00	554,700,000.00	523,400,000.00
Long Term Debt	482,900,000.00	292,200,000.00	294,600,000.00
Deferred Long Term Liability Charges	UN	UN	UN
Negative Goodwill	UN	UN	UN
Minority Interest Expense	UN	UN	UN
Other Liabilities	214,500,000.00	199,000,000.00	207,500,000.00
Misc Stocks Options Warrant	UN	UN	UN
Total Liabilities	1,292,600,000.00	1,045,900,000.00	1,025,500,000.00
SHAREHOLDER'S EQUITY			
	Fiscal Consolidated Feb 22 2019	Fiscal Consolidated Feb 23 2018	Fiscal Consolidated Feb 24 2017
Preferred Stock Amount	0.00	0.00	0.00
Common Stock	0.00	0.00	0.00
Retained Earnings	880,700,000.00	819,000,000.00	817,100,000.00
Treasury Stock	UN	UN	UN
Capital Surplus	16,400,000.00	4,600,000.00	0.00
Other Equity	-47,300,000.00	-10,300,000.00	-50,600,000.00
Total Equity	849,800,000.00	813,300,000.00	766,500,000.00

INCOME STATEMENT

Period Ending	Fiscal Consolidated Feb 22 2019	Fiscal Consolidated Feb 23 2018	Fiscal Consolidated Feb 24 2017
Sales (Revenue)	3,443,200,000.00	3,055,500,000.00	3,032,400,000.00
Cost of Goods Sold	2,355,300,000.00	2,050,300,000.00	2,024,800,000.00
Gross Profit	1,087,900,000.00	1,005,200,000.00	1,007,600,000.00

Sales And General Admin	904,300,000.00	850,000,000.00	810,500,000.00
Research and Development Expense	UN	UN	UN
Non-Recurring Charges	0.00	0.00	900,000.00
Other Operating Items	UN	UN	UN
Operating Income	183,600,000.00	155,200,000.00	196,200,000.00
Net Total Other Income and Expenses	17,800,000.00	23,800,000.00	17,300,000.00
Earnings Before Interest and Taxes	201,400,000.00	179,000,000.00	213,500,000.00
Interest Expense	37,500,000.00	17,500,000.00	17,200,000.00
Earning Before Tax	163,900,000.00	161,500,000.00	196,300,000.00
Income Tax Expense	37,900,000.00	80,800,000.00	71,700,000.00
Equity Earnings or Loss	UN	UN	UN
Minority Interest Expense	UN	UN	UN
Net Income From Continuing Operations	126,000,000.00	80,700,000.00	124,600,000.00
Discontinued Operations	UN	UN	UN
Effect of Accounting Changes	UN	UN	UN
Extraordinary Items	UN	UN	UN
Other Non-Operating Expenses	0.00	0.00	0.00
Net Income	126,000,000.00	80,700,000.00	124,600,000.00
Preferred Stocks and Other Adjustments	UN	UN	UN
Net Income Applicable to Common Shares	126,000,000.00	80,700,000.00	124,600,000.00

STATEMENT OF CASH FLOW

Period Ending	Fiscal Consolidated Feb 22 2019	Fiscal Consolidated Feb 23 2018	Fiscal Consolidated Feb 24 2017
Depreciation	81,600,000.00	65,900,000.00	60,300,000.00
Net Income Adjustments	-13,200,000.00	45,600,000.00	38,000,000.00

Changes in Liabilities	17,000,000.00	1,600,000.00	-36,100,000.00
Changes in Accounts Receivables	-66,400,000.00	18,500,000.00	11,900,000.00
Changes in Inventories	-24,000,000.00	-8,500,000.00	-5,100,000.00
Changes in Other Operating Activities	10,200,000.00	23,200,000.00	-22,900,000.00
Net Cash Flows - Operating Activities	131,200,000.00	227,000,000.00	170,700,000.00
Capital Expenditures	-81,400,000.00	-87,900,000.00	-61,100,000.00
Investments	-0.00	92,500,000.00	14,000,000.00
Other Cash Flows from Investing Activities	-190,200,000.00	-52,100,000.00	-1,300,000.00
Net Cash Flows - Investing Activities	-271,600,000.00	-47,500,000.00	-48,400,000.00
Dividends Paid	-64,300,000.00	-61,000,000.00	-58,500,000.00
Sale and Purchase of Stock	-4,200,000.00	-33,800,000.00	-48,400,000.00
Net Borrowings	197,300,000.00	-2,700,000.00	-2,300,000.00
Other Cash Flows from Financing Activities	UN	UN	UN
Net Cash Flows - Financing Activities	122,300,000.00	-97,500,000.00	-105,900,000.00
Effect of Exchange Rate	-2,700,000.00	4,000,000.00	-1,200,000.00
Change in Cash and Cash Equivalents	-20,800,000.00	86,000,000.00	15,200,000.00

FINANCIAL RATIOS ▼

Solvency Ratios	Fiscal Consolidated Feb 22 2019	Fiscal Consolidated Feb 23 2018	Fiscal Consolidated Feb 24 2017
Current Ratio	1.59	1.54	1.57
Quick Ratio	1.09	1.05	1.10
Current Liabilities to Net Worth (%)	70.04	68.20	68.28
Total Liabilities to Net worth (%)	152.11	128.60	133.79

Current Liabilities to Inventory (%)	264.77	300.49	320.91
Fixed Assets to Net Worth (%)	53.60	53.50	53.24
Cash Ratio	0.44	0.51	0.52
Efficiency Ratios	Fiscal Consolidated Feb 22 2019	Fiscal Consolidated Feb 23 2018	Fiscal Consolidated Feb 24 2017
Accounts Payable to Sales Ratio	0.16	0.17	0.16
Sales to Working Capital Ratio	9.74	10.21	10.25
Sales to Inventory (%)	1531.67	1655.20	1859.23
Assets to Sales (%)	62.22	60.85	59.10
ROCE (%)	13.02	13.72	16.83
Profitability Ratios	Fiscal Consolidated Feb 22 2019	Fiscal Consolidated Feb 23 2018	Fiscal Consolidated Feb 24 2017
Return on Net Worth (%)	14.83	9.92	16.26
Return on Assets (%)	5.88	4.34	6.95
Return on Sales (%)	5.85	5.86	7.04
Gross Profit Margin (%)	31.60	32.90	33.23
Operating Margin (%)	5.33	5.08	6.47
Pre-Tax Profit Margin (%)	4.76	5.29	6.47
Profit Margin (%)	3.66	2.64	4.11
Pre-Tax Return on Equity (%)	19.29	19.86	25.61
After Tax Return on Equity (%)	14.83	9.92	16.26
Operating Income to Interest Ratio	4.90	8.87	11.41
Financial Leverage Ratios	Fiscal Consolidated Feb 22 2019	Fiscal Consolidated Feb 23 2018	Fiscal Consolidated Feb 24 2017
EBITDA to EBIT Ratio	1.41	1.37	1.28
Debt to Income Ratio	10.26	12.96	8.23

Debt to Equity Ratio	1.52	1.29	1.34
Equity Ratio (%)	39.67	43.74	42.77
Interest Coverage Ratio	5.37	10.23	12.41
Interest Coverage by EBITDA Ratio	3.19	6.46	8.91

Company Financial: Edgar (Quarterly Statement)

BALANCE SHEET

Period Ending	Q1 May 24 2019	Q4 Feb 22 2019	Q3 Nov 23 2018	Q2 Aug 24 2018
ASSETS				
Current Assets				
Cash and Cash Equivalents	152,700,000.00	261,300,000.00	51,000,000.00	45,700,000.00
Short Term Investments	UN	UN	UN	UN
Net Trade Receivables	402,500,000.00	390,300,000.00	422,900,000.00	409,700,000.00
Inventory	241,300,000.00	224,800,000.00	252,400,000.00	232,300,000.00
Other Current Assets	69,900,000.00	72,200,000.00	70,600,000.00	82,000,000.00
Total Current Assets	866,400,000.00	948,600,000.00	796,900,000.00	769,700,000.00
Property, Plant and Equipment	657,400,000.00	455,500,000.00	449,100,000.00	437,800,000.00
Fixed Assets	657,400,000.00	455,500,000.00	449,100,000.00	437,800,000.00
Long Term Investments	53,700,000.00	56,900,000.00	56,900,000.00	52,500,000.00
Deferred Long Term Asset Charges	133,900,000.00	135,800,000.00	126,700,000.00	130,300,000.00
Other Assets	189,000,000.00	185,500,000.00	188,900,000.00	192,500,000.00
Goodwill	240,100,000.00	240,800,000.00	240,300,000.00	217,600,000.00
Total Assets	2,255,700,000.00	2,142,400,000.00	1,980,600,000.00	1,884,800,000.00
Accumulated Amortization	UN	UN	UN	UN
Intangible Assets	115,200,000.00	119,300,000.00	121,800,000.00	84,400,000.00
LIABILITIES				
Current Liabilities				

Accounts Payable	473,600,000.00	554,700,000.00	565,700,000.00	522,400,000.00
Short Term And Current Long Term Debt	4,200,000.00	4,100,000.00	31,000,000.00	13,000,000.00
Other Current Liabilities	73,200,000.00	36,400,000.00	40,100,000.00	38,200,000.00
Total Current Liabilities	551,000,000.00	595,200,000.00	636,800,000.00	573,600,000.00
Long Term Debt	482,400,000.00	482,900,000.00	290,400,000.00	290,900,000.00
Deferred Long Term Liability Charges	UN	UN	UN	UN
Negative Goodwill	UN	UN	UN	UN
Minority Interest Expense	UN	UN	UN	UN
Other Liabilities	370,300,000.00	214,500,000.00	198,900,000.00	181,500,000.00
Misc Stocks Options Warrant	UN	UN	UN	UN
Total Liabilities	1,403,700,000.00	1,292,600,000.00	1,126,100,000.00	1,046,000,000.00
SHAREHOLDER'S EQUITY	Q1 May 24 2019	Q4 Feb 22 2019	Q3 Nov 23 2018	Q2 Aug 24 2018
Preferred Stock Amount	UN	0.00	UN	UN
Common Stock	UN	0.00	0.00	0.00
Retained Earnings	881,200,000.00	880,700,000.00	874,100,000.00	852,800,000.00
Treasury Stock	UN	UN	UN	UN
Capital Surplus	25,900,000.00	16,400,000.00	18,400,000.00	16,200,000.00
Other Equity	-55,100,000.00	-47,300,000.00	-38,000,000.00	-30,200,000.00
Total Equity	852,000,000.00	849,800,000.00	854,500,000.00	838,800,000.00

INCOME STATEMENT

Quarter	Q1	Q4	Q3	Q2
Quarter Ending	May 24 2019	Feb 22 2019	Nov 23 2018	Aug 24 2018
Sales (Revenue)	824,300,000.00	912,400,000.00	901,000,000.00	875,800,000.00
Cost of Goods Sold	565,900,000.00	629,300,000.00	622,700,000.00	587,200,000.00
Gross Profit	258,400,000.00	283,100,000.00	278,300,000.00	288,600,000.00

Sales And General Admin	230,800,000.00	236,100,000.00	232,900,000.00	220,700,000.00
Research and Development Expense	UN	UN	UN	UN
Non-Recurring Charges	UN	0.00	UN	UN
Other Operating Items	UN	UN	UN	UN
Operating Income	27,600,000.00	47,000,000.00	45,400,000.00	67,900,000.00
Net Total Other Income and Expenses	3,200,000.00	4,800,000.00	4,500,000.00	4,200,000.00
Earnings Before Interest and Taxes	30,800,000.00	51,800,000.00	49,900,000.00	72,100,000.00
Interest Expense	6,700,000.00	23,500,000.00	4,700,000.00	4,900,000.00
Earning Before Tax	24,100,000.00	28,300,000.00	45,200,000.00	67,200,000.00
Income Tax Expense	6,300,000.00	5,700,000.00	7,900,000.00	18,100,000.00
Equity Earnings or Loss	UN	UN	UN	UN
Minority Interest Expense	UN	UN	UN	UN
Net Income From Continuing Operations	17,800,000.00	22,600,000.00	37,300,000.00	49,100,000.00
Discontinued Operations	UN	UN	UN	UN
Effect of Accounting Changes	UN	UN	UN	UN
Extraordinary Items	UN	UN	UN	UN
Other Non-Operating Expenses	0.00	0.00	0.00	0.00
Net Income	17,800,000.00	22,600,000.00	37,300,000.00	49,100,000.00
Preferred Stocks and Other Adjustments	UN	UN	UN	UN
Net Income Applicable to Common Shares	17,800,000.00	22,600,000.00	37,300,000.00	49,100,000.00

STATEMENT OF CASH FLOW

Quarter	Q1	Q4	Q3	Q2
Quarter Ending	May 24 2019	Feb 22 2019	Nov 23 2018	Aug 24 2018

Depreciation	20,300,000.00	21,100,000.00	21,800,000.00	21,200,000.00
Net Income Adjustments	12,800,000.00	-11,600,000.00	-3,600,000.00	-2,700,000.00
Changes in Liabilities	-90,300,000.00	-14,100,000.00	45,100,000.00	79,200,000.00
Changes in Accounts Receivables	-15,000,000.00	33,300,000.00	100,000.00	-57,600,000.00
Changes in Inventories	-17,700,000.00	28,300,000.00	-14,300,000.00	-17,600,000.00
Changes in Other Operating Activities	1,100,000.00	5,500,000.00	-2,000,000.00	7,800,000.00
Net Cash Flows - Operating Activities	-71,000,000.00	85,100,000.00	84,400,000.00	79,400,000.00
Capital Expenditures	-14,800,000.00	-24,600,000.00	-15,300,000.00	-25,700,000.00
Investments	UN	-0.00	-0.00	-0.00
Other Cash Flows from Investing Activities	1,100,000.00	500,000.00	-63,800,000.00	-134,800,000.00
Net Cash Flows - Investing Activities	-13,700,000.00	-24,100,000.00	-79,100,000.00	-160,500,000.00
Dividends Paid	-17,300,000.00	-16,000,000.00	-16,000,000.00	-16,000,000.00
Sale and Purchase of Stock	-4,000,000.00	-100,000.00	-600,000.00	-100,000.00
Net Borrowings	-600,000.00	171,400,000.00	17,000,000.00	9,600,000.00
Other Cash Flows from Financing Activities	100,000.00	UN	UN	0.00
Net Cash Flows - Financing Activities	-21,800,000.00	148,800,000.00	400,000.00	-6,500,000.00
Effect of Exchange Rate	-700,000.00	600,000.00	-500,000.00	-1,500,000.00
Change in Cash and Cash Equivalents	-107,200,000.00	210,400,000.00	5,200,000.00	-89,100,000.00

FINANCIAL RATIOS

Solvency Ratios	Q1 May 24 2019	Q4 Feb 22 2019	Q3 Nov 23 2018	Q2 Aug 24 2018
Current Ratio	1.57	1.59	1.25	1.34
Quick Ratio	1.01	1.09	0.74	0.79

Current Liabilities to Net Worth (%)	64.67	70.04	74.52	68.38
Total Liabilities to Net worth (%)	164.75	152.11	131.78	124.70
Current Liabilities to Inventory (%)	228.35	264.77	252.30	246.92
Fixed Assets to Net Worth (%)	77.16	53.60	52.56	52.19
Cash Ratio	0.28	0.44	0.08	0.08
Efficiency Ratios	Q1	Q4	Q3	Q2
	May 24 2019	Feb 22 2019	Nov 23 2018	Aug 24 2018
Accounts Payable to Sales Ratio	0.57	0.61	0.63	0.60
Sales to Working Capital Ratio	2.61	2.58	5.63	4.47
Sales to Inventory (%)	341.61	405.87	356.97	377.01
Assets to Sales (%)	273.65	234.81	219.82	215.21
ROCE (%)	1.81	3.35	3.71	5.50
Profitability Ratios	Q1	Q4	Q3	Q2
	May 24 2019	Feb 22 2019	Nov 23 2018	Aug 24 2018
Return on Net Worth (%)	2.09	2.66	4.37	5.85
Return on Assets (%)	0.79	1.05	1.88	2.61
Return on Sales (%)	3.74	5.68	5.54	8.23
Gross Profit Margin (%)	31.35	31.03	30.89	32.95
Operating Margin (%)	3.35	5.15	5.04	7.75
Pre-Tax Profit Margin (%)	2.92	3.10	5.02	7.67
Profit Margin (%)	2.16	2.48	4.14	5.61
Pre-Tax Return on Equity (%)	2.83	3.33	5.29	8.01
After Tax Return on Equity (%)	2.09	2.66	4.37	5.85
Operating Income to Interest Ratio	4.12	2.00	9.66	13.86

Financial Leverage Ratios	Q1 May 24 2019	Q4 Feb 22 2019	Q3 Nov 23 2018	Q2 Aug 24 2018
EBITDA to EBIT Ratio	1.66	1.41	1.44	1.29
Debt to Income Ratio	78.86	57.19	30.19	21.30
Debt to Equity Ratio	1.65	1.52	1.32	1.25
Equity Ratio (%)	37.77	39.67	43.14	44.50
Interest Coverage Ratio	4.60	2.20	10.62	14.71
Interest Coverage by EBITDA Ratio	1.57	1.31	5.98	10.39

FINANCIAL STATEMENT COMPARISON 06/27/2019

Three-year Statement Comparative:

	Fiscal Consolidated Feb 22 2019	Fiscal Consolidated Feb 23 2018	Fiscal Consolidated Feb 24 2017	Last Three Years
Curr Assets	948,600,000	853,900,000	819,200,000	
Curr Liabs	595,200,000	554,700,000	523,400,000	
Current Ratio	1.59	1.54	1.57	
Working Capital	353,400,000	299,200,000	295,800,000	
Other Assets	1,193,800,000	1,005,300,000	972,800,000	
Worth	849,800,000	813,300,000	766,500,000	
Sales	3,443,200,000	3,055,500,000	3,032,400,000	
Long Term Liab	697,400,000	491,200,000	502,100,000	
Net Profit (Loss)	126,000,000	80,700,000	124,600,000	

STOCK PERFORMANCE

ADDITIONAL FINANCIAL DATA**Interim Consolidated statement dated MAY 24 2019**

Assets		Liabilities	
Cash	152,700,000	Accts Pay	263,100,000
Accts Rec	402,500,000	Short-term Borrowings & L/T Debt	4,200,000
Inventory	241,300,000	Accruals	247,300,000
Prepaid	22,100,000	Lease Obligations	36,400,000
Other Curr Assets	47,800,000		
Curr Assets	866,400,000	Curr Liabs	551,000,000
Fixt & Equip	450,200,000	Long-term Debt-Net	482,400,000
Company-Owned Life Insurance	156,700,000	Employee Benefit Plan Obligations	131,300,000
Investments-Other	53,700,000	L.T. Liab-Other	239,000,000
Goodwill	240,100,000	ADDIT. PD.-IN CAP	25,900,000
Other Intangible Assets- Net	115,200,000	ACCUM OTHER COMPREHENSIVE LOSS	(55,100,000)
Other Assets	373,400,000	RETAINED EARNINGS	881,200,000

Total Assets	2,255,700,000	Total Liabilities + Equity	2,255,700,000
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From FEB 23 2019 to MAY 24 2019 sales \$824,300,000; cost of goods sold \$565,900,000. Gross profit \$258,400,000; operating expenses \$230,800,000. Operating income \$27,600,000; other income \$3,200,000; other expenses \$6,700,000; net income before taxes \$24,100,000; Federal income tax \$6,300,000. Net income \$17,800,000.

Statement obtained from Securities and Exchange Commission. Prepared from books without audit.

Accounts receivable shown net less \$8,500,000 allowance. Fixed assets shown net less \$1,016,000,000 depreciation.

Explantions

The net worth of this company includes intangibles; Other Assets consist of deferred income taxes, right-of-use operating lease assets and other assets; Other Long Term Liabilities consist of operating lease obligations and other long-term liabilities.

On June 27 2019, the financial information was updated.

KEY BUSINESS RATIOS

Statement Date : 2019-02-22

Based on this Number of Establishments : 10

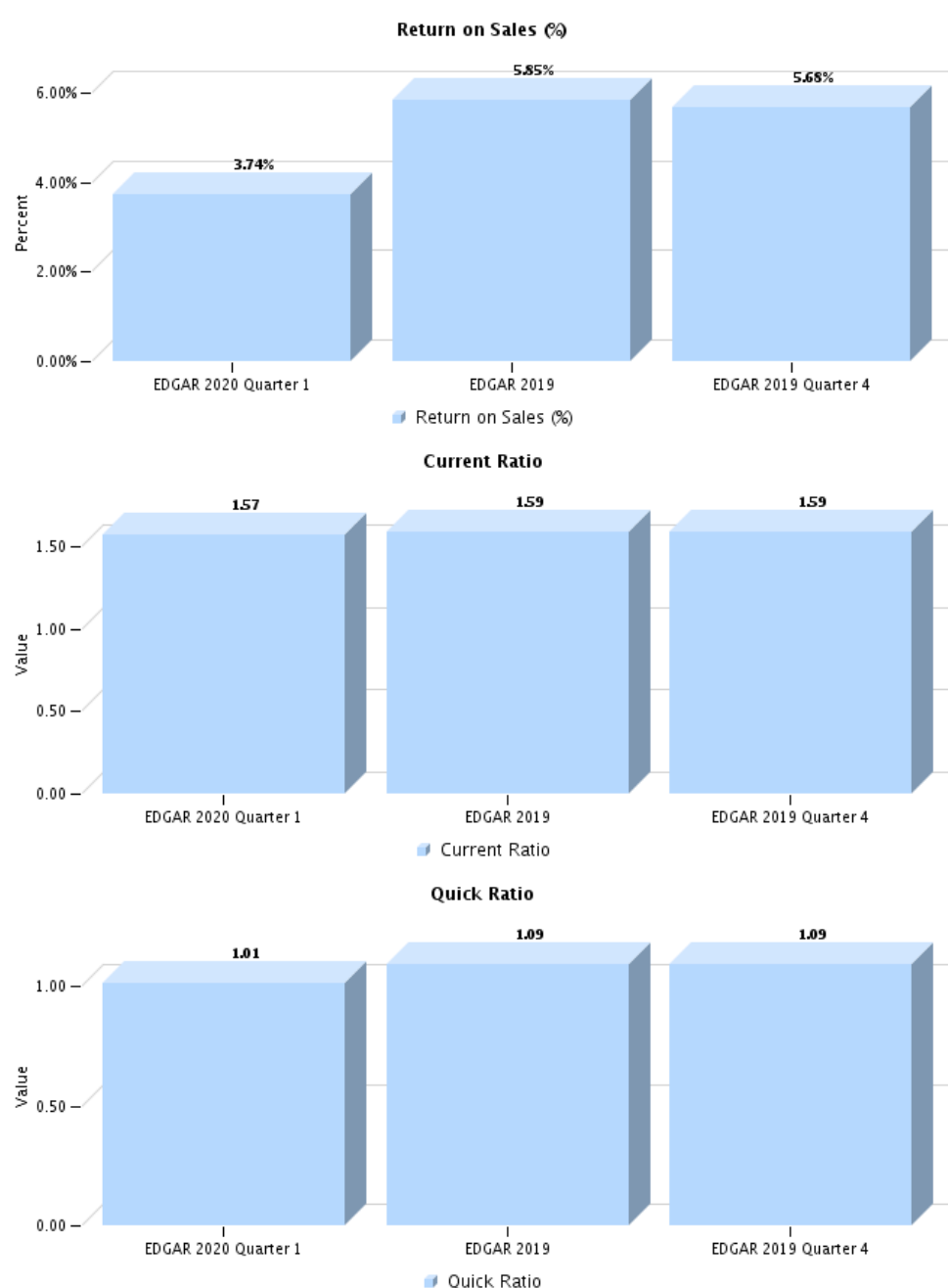
Industry Norms Based On 10 Establishments

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales %	UN	5.0	UN
Return on Net Worth %	UN	16.6	UN
Short Term Solvency			
Current Ratio	1.6	1.8	3
Quick Ratio	UN	1.1	UN
Efficiency			
Assets to Sale %	UN	61.5	UN
Sales/Net Working Capital	9.7	7.1	2
Utilization			
Total Liabilities / Net Worth %	UN	125.6	UN

UN = Unavailable

Spread Financials

Financial Trend Graphs



Balance Sheet

Current Assets	EDGAR Quarter 1 2020	EDGAR Annual 2019	EDGAR Quarter 4 2019	Q1 2020 - 2019	2019 - Q4 2019
Current Assets					
Cash and Cash Equivalents	152,700,000.00	261,300,000.00	261,300,000.00	-41.57	0.00
Short Term Investments	UN	UN	UN	UN	UN
Net Trade Receivables	402,500,000.00	390,300,000.00	390,300,000.00	3.13	0.00
Inventory	241,300,000.00	224,800,000.00	224,800,000.00	7.34	0.00
Other Current Assets	69,900,000.00	72,200,000.00	72,200,000.00	-3.19	0.00
Total Current Assets	866,400,000.00	948,600,000.00	948,600,000.00	-8.67	0.00

Property, Plant and Equipment	657,400,000.00	455,500,000.00	455,500,000.00	44.33	0.00
Fixed Assets	657,400,000.00	455,500,000.00	455,500,000.00	44.33	0.00
Long Term Investments	53,700,000.00	56,900,000.00	56,900,000.00	-5.63	0.00
Deferred Long Term Asset Charges	133,900,000.00	135,800,000.00	135,800,000.00	-1.40	0.00
Other Assets	189,000,000.00	185,500,000.00	185,500,000.00	1.89	0.00
Goodwill	240,100,000.00	240,800,000.00	240,800,000.00	-0.30	0.00
Total Assets	2,255,700,000.00	2,142,400,000.00	2,142,400,000.00	5.29	0.00
Accumulated Amortization	UN	UN	UN	UN	UN
Intangible Assets	115,200,000.00	119,300,000.00	119,300,000.00	-3.44	0.00
Current Liabilities	EDGAR Quarter 1 2020	EDGAR Annual 2019	EDGAR Quarter 4 2019	Q1 2020 - 2019	2019 - Q4 2019
Current Liabilities					
Accounts Payable	473,600,000.00	554,700,000.00	554,700,000.00	-14.63	0.00
Short Term And Current Long Term Debt	4,200,000.00	4,100,000.00	4,100,000.00	2.44	0.00
Other Current Liabilities	73,200,000.00	36,400,000.00	36,400,000.00	101.10	0.00
Total Current Liabilities	551,000,000.00	595,200,000.00	595,200,000.00	-7.43	0.00
Long Term Debt	482,400,000.00	482,900,000.00	482,900,000.00	-0.11	0.00
Deferred Long Term Liability Charges	UN	UN	UN	UN	UN
Negative Goodwill	UN	UN	UN	UN	UN
Minority Interest Expense	UN	UN	UN	UN	UN
Other Liabilities	370,300,000.00	214,500,000.00	214,500,000.00	72.64	0.00
Misc Stocks Options Warrant	UN	UN	UN	UN	UN
Total Liabilities	1,403,700,000.00	1,292,600,000.00	1,292,600,000.00	8.60	0.00

SHAREHOLDER'S EQUITY	EDGAR Quarter 1 2020	EDGAR Annual 2019	EDGAR Quarter 4 2019	Q1 2020 - 2019	2019 - Q4 2019
SHAREHOLDER'S EQUITY					
Preferred Stock Amount	UN	0.00	0.00	UN	-
Common Stock	UN	0.00	0.00	UN	-
Retained Earnings	881,200,000.00	880,700,000.00	880,700,000.00	0.06	0.00
Treasury Stock	UN	UN	UN	UN	UN
Capital Surplus	25,900,000.00	16,400,000.00	16,400,000.00	57.93	0.00
Other Equity	-55,100,000.00	-47,300,000.00	-47,300,000.00	-16.50	0.00
Total Equity	852,000,000.00	849,800,000.00	849,800,000.00	0.26	0.00

Income Statement

	EDGAR Quarter 1 2020	EDGAR Annual 2019	EDGAR Quarter 4 2019	Q1 2020 - 2019	2019 - Q4 2019
	EDGAR Quarter 1 2020	EDGAR Annual 2019	EDGAR Quarter 4 2019	Q1 2020 - 2019	2019 - Q4 2019
Sales (Revenue)	824,300,000.00	3,443,200,000.00	912,400,000.00	-76.07	277.38
Cost of Goods Sold	565,900,000.00	2,355,300,000.00	629,300,000.00	-75.98	274.28
Gross Profit	258,400,000.00	1,087,900,000.00	283,100,000.00	-76.25	284.29
Sales And General Admin	230,800,000.00	904,300,000.00	236,100,000.00	-74.48	283.02
Research and Development Expense	UN	UN	UN	UN	UN
Non-Recurring Charges	UN	0.00	0.00	UN	-
Other Operating Items	UN	UN	UN	UN	UN
Operating Income	27,600,000.00	183,600,000.00	47,000,000.00	-84.97	290.64
Net Total Other Income and Expenses	3,200,000.00	17,800,000.00	4,800,000.00	-82.03	270.84

Earnings Before Interest and Taxes	30,800,000.00	201,400,000.00	51,800,000.00	-84.71	288.81
Interest Expense	6,700,000.00	37,500,000.00	23,500,000.00	-82.14	59.58
Earning Before Tax	24,100,000.00	163,900,000.00	28,300,000.00	-85.30	479.16
Income Tax Expense	6,300,000.00	37,900,000.00	5,700,000.00	-83.38	564.92
Equity Earnings or Loss	UN	UN	UN	UN	UN
Minority Interest Expense	UN	UN	UN	UN	UN
Net Income From Continuing Operations	17,800,000.00	126,000,000.00	22,600,000.00	-85.88	457.53
Discontinued Operations	UN	UN	UN	UN	UN
Effect of Accounting Changes	UN	UN	UN	UN	UN
Extraordinary Items	UN	UN	UN	UN	UN
Other Non-Operating Expenses	0.00	0.00	0.00	-	-
Net Income	17,800,000.00	126,000,000.00	22,600,000.00	-85.88	457.53
Preferred Stocks and Other Adjustments	UN	UN	UN	UN	UN
Net Income Applicable to Common Shares	17,800,000.00	126,000,000.00	22,600,000.00	-85.88	457.53

Cash Flow

	EDGAR Quarter 1 2020	EDGAR Annual 2019	EDGAR Quarter 4 2019	Q1 2020 - 2019	2019 - Q4 2019
	EDGAR Quarter 1 2020	EDGAR Annual 2019	EDGAR Quarter 4 2019	Q1 2020 - 2019	2019 - Q4 2019
Depreciation	20,300,000.00	81,600,000.00	21,100,000.00	-75.13	286.73

Net Income Adjustments	12,800,000.00	-13,200,000.00	-11,600,000.00	196.97	-13.80
Changes in Liabilities	-90,300,000.00	17,000,000.00	-14,100,000.00	-631.18	220.57
Changes in Accounts Receivables	-15,000,000.00	-66,400,000.00	33,300,000.00	77.41	-299.40
Changes in Inventories	-17,700,000.00	-24,000,000.00	28,300,000.00	26.25	-184.81
Changes in Other Operating Activities	1,100,000.00	10,200,000.00	5,500,000.00	-89.22	85.46
Net Cash Flows - Operating Activities	-71,000,000.00	131,200,000.00	85,100,000.00	-154.12	54.18
Capital Expenditures	-14,800,000.00	-81,400,000.00	-24,600,000.00	81.82	-230.90
Investments	UN	0.00	0.00	UN	-
Other Cash Flows from Investing Activities	1,100,000.00	-190,200,000.00	500,000.00	100.58	-38140.00
Net Cash Flows - Investing Activities	-13,700,000.00	-271,600,000.00	-24,100,000.00	94.96	-1026.98
Dividends Paid	-17,300,000.00	-64,300,000.00	-16,000,000.00	73.10	-301.88
Sale and Purchase of Stock	-4,000,000.00	-4,200,000.00	-100,000.00	4.77	-4100.00
Net Borrowings	-600,000.00	197,300,000.00	171,400,000.00	-100.31	15.12
Other Cash Flows from Financing Activities	100,000.00	UN	UN	UN	UN
Net Cash Flows - Financing Activities	-21,800,000.00	122,300,000.00	148,800,000.00	-117.83	-17.81
Effect of Exchange Rate	-700,000.00	-2,700,000.00	600,000.00	74.08	-550.00
Change in Cash and Cash Equivalents	-107,200,000.00	-20,800,000.00	210,400,000.00	-415.39	-109.89

Financial Ratios

Solvency Ratios	EDGAR Quarter 1 2020	EDGAR Annual 2019	EDGAR Quarter 4 2019	Q1 2020 - 2019	2019 - Q4 2019
Solvency Ratios					
Current Ratio	1.57	1.59	1.59	-1.26	0.00
Quick Ratio	1.01	1.09	1.09	-7.34	0.00
Current Liabilities to Net Worth (%)	64.67	70.04	70.04	-7.67	0.00
Total Liabilities to Net worth (%)	164.75	152.11	152.11	8.31	0.00
Current Liabilities to Inventory (%)	228.35	264.77	264.77	-13.76	0.00
Fixed Assets to Net Worth (%)	77.16	53.6	53.6	43.96	0.00
Cash Ratio	0.28	0.44	0.44	-36.37	0.00
Efficiency Ratios	EDGAR Quarter 1 2020	EDGAR Annual 2019	EDGAR Quarter 4 2019	Q1 2020 - 2019	2019 - Q4 2019
Efficiency Ratios					
Accounts Payable to Sales Ratio	0.57	0.16	0.61	256.25	-73.78
Sales to Working Capital Ratio	2.61	9.74	2.58	-73.21	277.52
Sales to Inventory (%)	341.61	1531.67	405.87	-77.70	277.38
Assets to Sales (%)	273.65	62.22	234.81	339.82	-73.51
ROCE (%)	1.81	13.02	3.35	-86.10	288.66
Profitability Ratios	EDGAR Quarter 1 2020	EDGAR Annual 2019	EDGAR Quarter 4 2019	Q1 2020 - 2019	2019 - Q4 2019
Profitability Ratios					
Return on Net Worth (%)	2.09	14.83	2.66	-85.91	457.52

Return on Assets (%)	0.79	5.88	1.05	-86.57	460.00
Return on Sales (%)	3.74	5.85	5.68	-36.07	3.00
Gross Profit Margin (%)	31.35	31.6	31.03	-0.80	1.84
Operating Margin (%)	3.35	5.33	5.15	-37.15	3.50
Pre-Tax Profit Margin (%)	2.92	4.76	3.1	-38.66	53.55
Profit Margin (%)	2.16	3.66	2.48	-40.99	47.59
Pre-Tax Return on Equity (%)	2.83	19.29	3.33	-85.33	479.28
After Tax Return on Equity (%)	2.09	14.83	2.66	-85.91	457.52
Operating Income to Interest Ratio	4.12	4.9	2	-15.92	145.01
Financial Leverage Ratios	EDGAR Quarter 1 2020	EDGAR Annual 2019	EDGAR Quarter 4 2019	Q1 2020 - 2019	2019 - Q4 2019
Financial Leverage Ratios					
EBITDA to EBIT Ratio	1.66	1.41	1.41	17.74	0.00
Debt to Income Ratio	78.86	10.26	57.19	668.62	-82.06
Debt to Equity Ratio	1.65	1.52	1.52	8.56	0.00
Equity Ratio (%)	37.77	39.67	39.67	-4.79	0.00
Interest Coverage Ratio	4.6	5.37	2.2	-14.34	144.10
Interest Coverage by EBITDA Ratio	1.57	3.19	1.31	-50.79	143.52

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Notes

<u>Type</u>	<u>Name</u>	<u>Author</u>	<u>Visible To</u>	<u>Date Created</u>
No Data found				

Your Information

Record additional information about this company to supplement the D&B information.

Note: Information entered in this section will not be added to D&B's central repository and will be kept private under your user ID. Only you will be able to view the information.

Account Number	Endorsement/Billing Reference *	Sales Representatives
	DGRIMM@steelcase.com	
Credit Limit	Total Outstanding	
\$0.00	\$0.00	

View Snapshots

<u>Type</u>	<u>Company Name & Address</u>	<u>Date Created</u>	<u>Saved By</u>
 SNAPSHOT 02/27/2013 D-U-N-S Number 00-601-6547	STEELCASE INC. 901 44TH ST SE GRAND RAPIDS, MI 495087575 United States Of America	02/27/2013	
 SNAPSHOT 04/24/2006 D-U-N-S Number 00-601-6547	STEELCASE INC 901 44th St Se Grand Rapids, 49508 United States Of America	04/24/2006	

Disclaimer:

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If the Customer accessing the Services is part of the executive, legislative or judicial branches of the U.S. Federal Government, the Services contained herein are a Commercial Item as that term is defined in FAR 2.101, and are comprised of Technical Data, Computer Software and Computer Software Documentation as those terms are defined in FAR 52.227-14(a) and DFAR 252.227-13.

Customer's rights to use the Services are as described in the government contract signed between D&B and the Government

Under no circumstances will the Customer accessing the Services have greater rights in the Services provided hereunder than "Limited Rights" as that term is defined in FAR 52.227-14 (ALT II) and DFAR 252.227-7013(f) and "Restricted Rights" as that term is defined in FAR 52.227-14 (ALT III) and DFAR 252.227-7014(f), respectively.

OMNIA PARTNERS EXHIBITS
EXHIBIT A- RESPONSE FOR NATIONAL COOPERATIVE CONTRACT

1.0 Scope of National Cooperative Contract

Capitalized terms not otherwise defined herein shall have the meanings given to them in the Master Agreement or in the Administration Agreement between Supplier and OMNIA Partners.

1.1 Requirement

The University of California (hereinafter defined and referred to as “Principal Procurement Agency”), on behalf of itself and the National Intergovernmental Purchasing Alliance Company, a Delaware corporation d/b/a OMNIA Partners, Public Sector (“OMNIA Partners”), is requesting proposals for Office Furniture and Related Services. The intent of this Request for Proposal is any contract between Principal Procurement Agency and Supplier resulting from this Request for Proposal (“Master Agreement”) be made available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. The Principal Procurement Agency has executed a Principal Procurement Agency Certificate with OMNIA Partners, an example of which is included as Exhibit D, and has agreed to pursue the Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners as a Participating Public Agency in OMNIA Partners’ cooperative purchasing program. Registration with OMNIA Partners as a Participating Public Agency is accomplished by Public Agencies entering into a Master Intergovernmental Cooperative Purchasing Agreement, an example of which is attached as Exhibit C. The terms and pricing established in the resulting Master Agreement between the Supplier and the Principal Procurement Agency will be the same as that available to Participating Public Agencies through OMNIA Partners.

All transactions, purchase orders, invoices, payments etc., will occur directly between the Supplier and each Participating Public Agency individually, and neither OMNIA Partners, any Principal Procurement Agency nor any Participating Public Agency, including their respective agents, directors, employees or representatives, shall be liable to Supplier for any acts, liabilities, damages, etc., incurred by any other Participating Public Agency. Supplier is responsible for knowing the tax laws in each state.

This Exhibit A defines the expectations for qualifying Suppliers based on OMNIA Partners’ requirements to market the resulting Master Agreement nationally to Public Agencies. Each section in this Exhibit A refers to the capabilities, requirements, obligations, and prohibitions of competing Suppliers on a national level in order to serve Participating Public Agencies through OMNIA Partners.

OMNIA PARTNERS EXHIBITS
EXHIBIT A- RESPONSE FOR NATIONAL COOPERATIVE CONTRACT

These requirements are incorporated into and are considered an integral part of this RFP. OMNIA Partners reserves the right to determine whether or not to make the Master Agreement awarded by the Principal Procurement Agency available to Participating Public Agencies, in its sole and absolute discretion, and any party submitting a response to this RFP acknowledges that any award by the Principal Procurement Agency does not obligate OMNIA Partners to make the Master Agreement available to Participating Procurement Agencies.

1.2 Marketing, Sales and Administrative Support

During the term of the Master Agreement OMNIA Partners intends to provide marketing, sales and administrative support for Supplier pursuant to this section that directly promotes the Supplier's products and services to Participating Public Agencies through multiple channels, each designed to promote specific products and services to Public Agencies on a national basis.

The OMNIA Partners marketing team will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through channels that may include:

- A. Marketing collateral (print, electronic, email, presentations)
- B. Website
- C. Trade shows/conferences/meetings
- D. Advertising
- E. Social Media

The OMNIA Partners sales teams will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through initiatives that may include:

- A. Individual sales calls
- B. Joint sales calls
- C. Communications/customer service
- D. Training sessions for Public Agency teams
- E. Training sessions for Supplier teams

The OMNIA Partners contracting teams will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through:

- A. Serving as the subject matter expert for questions regarding joint powers authority and state statutes and regulations for cooperative purchasing
- B. Training sessions for Public Agency teams
- C. Training sessions for Supplier teams
- D. Regular business reviews to monitor program success
- E. General contract administration

OMNIA PARTNERS EXHIBITS
EXHIBIT A- RESPONSE FOR NATIONAL COOPERATIVE CONTRACT

Suppliers are required to pay an administrative fee of three percent (3%) of the greater of the Contract Sales under the Master Agreement and Guaranteed Contract Sales under this Request for Proposal. Supplier will be required to execute the OMNIA Partners Administration Agreement (Exhibit B).

1.3 Estimated Volume

The dollar volume purchased under the Master Agreement is estimated to be approximately \$200 million annually. While no minimum volume is guaranteed to Supplier, the estimated annual volume is projected based on the current annual volumes among the Principal Procurement Agency, other Participating Public Agencies that are anticipated to utilize the resulting Master Agreement to be made available to them through OMNIA Partners, and volume growth into other Public Agencies through a coordinated marketing approach between Supplier and OMNIA Partners.

1.4 Award Basis

The basis of any contract award resulting from this RFP made by Principal Procurement Agency will, at OMNIA Partners option, be the basis of award on a national level through OMNIA Partners. If multiple Suppliers are awarded by Principal Procurement Agency under the Master Agreement, those same Suppliers will be required to extend the Master Agreement to Participating Public Agencies through OMNIA Partners. Utilization of the Master Agreement by Participating Public Agencies will be at the discretion of the individual Participating Public Agency. Certain terms of the Master Agreement specifically applicable to the Principal Procurement Agency are subject to modification for each Participating Public Agency as Supplier, such Participating Public Agency and OMNIA Partners shall agree. Participating Agencies may request to enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in the Master Agreement (i.e. invoice requirements, order requirements, specialized delivery, diversity requirements such as minority and woman owned businesses, historically underutilized business, governing law, etc.). It shall be the responsibility of the Supplier to comply, when applicable, with the prevailing wage legislation in effect in the jurisdiction of the Participating Agency. It shall further be the responsibility of the Supplier to monitor the prevailing wage rates as established by the appropriate department of labor for any increase in rates during the term of this contract and adjust wage rates accordingly. Any supplemental agreement developed as a result of the Master Agreement is exclusively between the Participating Agency and the Supplier (Contract Sales are reported to OMNIA Partners).

All purchase orders issued and accepted by the Supplier may survive expiration or termination of the Master Agreement. Participating Agencies' purchase orders may exceed the term of the Contract if the purchase order is issued prior to the expiration of the Contract. Supplier is responsible for reporting all sales and paying the applicable administrative fee for sales that use the Master Agreement

OMNIA PARTNERS EXHIBITS
EXHIBIT A- RESPONSE FOR NATIONAL COOPERATIVE CONTRACT

as the basis for the purchase order, even though Master Agreement may have expired.

1.5 Objectives of Cooperative Program

This RFP is intended to achieve the following objectives regarding availability through OMNIA Partners' cooperative program:

- A. Provide a comprehensive competitively solicited and awarded national agreement offering the Products covered by this solicitation to Participating Public Agencies;
- B. Establish the Master Agreement as the Supplier's primary go to market strategy to Public Agencies nationwide;
- C. Achieve cost savings for Supplier and Public Agencies through a single solicitation process that will reduce the Supplier's need to respond to multiple solicitations and Public Agencies need to conduct their own solicitation process;
- D. Combine the aggregate purchasing volumes of Participating Public Agencies to achieve cost effective pricing.

2.0 REPRESENTATIONS AND COVENANTS

As a condition to Supplier entering into the Master Agreement, which would be available to all Public Agencies, Supplier must make certain representations, warranties and covenants to both the Principal Procurement Agency and OMNIA Partners designed to ensure the success of the Master Agreement for all Participating Public Agencies as well as the Supplier.

2.1 Corporate Commitment

Supplier commits that (1) the Master Agreement has received all necessary corporate authorizations and support of the Supplier's executive management, (2) the Master Agreement is one of Supplier's primary "go to market" strategies for Public Agencies, (3) the Master Agreement will be promoted to all Public Agencies, including any existing customers, and Supplier will transition existing customers, upon their request, to the Master Agreement, and (4) that the Supplier has read and agrees to the terms and conditions of the Administration Agreement with OMNIA Partners and will execute such agreement concurrent with and as a condition of its execution of the Master Agreement with the Principal Procurement Agency. Supplier will identify an executive corporate sponsor and a separate national account manager within the RFP response that will be responsible for the overall management of the Master Agreement.

2.2 Pricing Commitment

Supplier commits the not-to-exceed pricing provided under the Master Agreement pricing is comparable to or better than the equivalent pricing being offered to any similarly situated commercial customers of Supplier's.

2.3 Sales Commitment

Supplier commits to aggressively market the Master Agreement as one of its go to market strategy in this defined sector and that its sales force will be trained,

OMNIA PARTNERS EXHIBITS
EXHIBIT A- RESPONSE FOR NATIONAL COOPERATIVE CONTRACT

engaged and committed to offering the Master Agreement to Public Agencies through OMNIA Partners nationwide. Supplier commits that all Master Agreement sales will be accurately and timely reported to OMNIA Partners in accordance with the OMNIA Partners Administration Agreement. Supplier also commits its sales force to promote the Master Agreement in a consistent or better manner compared to sales to Public Agencies if the Supplier were not awarded the Master Agreement.

3.0 SUPPLIER RESPONSE

Supplier must supply the following information in order for the Principal Procurement Agency to determine Supplier’s qualifications to extend the resulting Master Agreement to Participating Public Agencies through OMNIA Partners.

3.1 Company

A. Brief history and description of Supplier.

Answer:

Founded in 1912 as the Metal Office Furniture Company in Grand Rapids, Michigan, Steelcase is over 107 years old. Our innovation legacy began in 1914 when we received our first patent for the manufacturing process developed to make a strong, durable, low-cost fireproof wastebasket – a major innovation at that time. Still headquartered in Grand Rapids, today Steelcase is a global company with an extensive distribution network and organizational footprint, including approximately 12,000 employees, 15 manufacturing facilities and more than 750 dealer locations around the world.

Our global family of brands includes Steelcase, Steelcase Education, Steelcase Health, Coalesse, Turnstone, DesignTex, Polyvision, AMQ, Orangebox, and Smith System. Together, we offer a comprehensive portfolio of architecture, furniture and technology products and services designed to unlock human promise and support social, economic and environmental sustainability.

B. Total number and location of sales persons employed by Supplier.

Answer:

Steelcase Global Reg	Building	Work City	Headcount
Americas	ATLANTA	Atlanta	22
Americas	BOSTON	BOSTON	16
Americas	Calgary Alberta Canada	Calgary	4
Americas	CANADA	Toronto	23
Americas	CHICAGO	Chicago	30
Americas	Chile	Santiago	4
	Coalesse Showroom		
Americas	Chicago	Chicago	2
Americas	DALLAS	Dallas	13
Americas	DENVER	Denver	11

OMNIA PARTNERS EXHIBITS
EXHIBIT A- RESPONSE FOR NATIONAL COOPERATIVE CONTRACT

Americas	Global Headquarters	Grand Rapids	115
Americas	Home Office	DALLAS	4
Americas	Home Office	AUSTIN	3
Americas	Home Office	CHICAGO	3
Americas	Home Office	JACKSONVILLE	3
Americas	Home Office	JERSEY CITY	3
Americas	Home Office	MINNEAPOLIS	3
Americas	Home Office	NASHVILLE	3
Americas	Home Office	PHILADELPHIA	3
Americas	Home Office	SAINT PAUL	3
Americas	Home Office	SAN DIEGO	3
Americas	Home Office	ALTADENA	2
Americas	Home Office	ATLANTA	2
Americas	Home Office	CARMEL	2
Americas	Home Office	CINCINNATI	2
Americas	Home Office	DENVER	2
Americas	Home Office	FORT LAUDERDALE	2
Americas	Home Office	FRANKLIN	2
Americas	Home Office	GRAND RAPIDS	2
Americas	Home Office	INDIANAPOLIS	2
Americas	Home Office	KANSAS CITY	2
Americas	Home Office	LOS GATOS	2
Americas	Home Office	LOUISVILLE	2
Americas	Home Office	MONMOUTH BEACH	2
Americas	Home Office	PITTSBURGH	2
Americas	Home Office	PLYMOUTH	2
Americas	Home Office	RALEIGH	2
Americas	Home Office	SAINT LOUIS	2
Americas	Home Office	SEATTLE	2
Americas	Home Office	SPRING	2
Americas	Home Office	STILLWATER	2
Americas	Home Office	WESTLAKE	2
Americas	Home Office	ALEXANDRIA	1
Americas	Home Office	ANN ARBOR	1
Americas	Home Office	ANNAPOLIS	1
Americas	Home Office	APEX	1
Americas	Home Office	BALLWIN	1
Americas	Home Office	BEL AIR	1
Americas	Home Office	BETHESDA	1
Americas	Home Office	BIRMINGHAM	1
Americas	Home Office	BLOOMFIELD HILLS	1
Americas	Home Office	BLOOMINGTON	1
Americas	Home Office	BOCA RATON	1

OMNIA PARTNERS EXHIBITS
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Americas	Home Office	BOWIE	1
Americas	Home Office	BRADLEY BEACH	1
Americas	Home Office	BROWNSTOWN TWP	1
Americas	Home Office	CANANDAIGUA	1
Americas	Home Office	CARY	1
Americas	Home Office	CATONSVILLE	1
Americas	Home Office	CHAGRIN FALLS	1
Americas	Home Office	CHANDLER	1
Americas	Home Office	CHESTERFIELD	1
Americas	Home Office	CITRUS HEIGHTS	1
Americas	Home Office	CLAREMONT	1
Americas	Home Office	CLARKSTON	1
Americas	Home Office	COLONIA	1
Americas	Home Office	COLUMBUS	1
Americas	Home Office	COMMERCE TWP	1
Americas	Home Office	CONROE	1
Americas	Home Office	COOPER CITY	1
Americas	Home Office	CORONA DEL MAR	1
Americas	Home Office	DANA POINT	1
Americas	Home Office	DAVIDSONVILLE	1
Americas	Home Office	DEWEY	1
Americas	Home Office	DRAPER	1
Americas	Home Office	EAST BERLIN	1
Americas	Home Office	EAST ROCKAWAY	1
Americas	Home Office	EDMOND	1
Americas	Home Office	EDWARDSVILLE	1
Americas	Home Office	ELLCOTT CITY	1
Americas	Home Office	EMERYVILLE	1
Americas	Home Office	FAIRVIEW	1
Americas	Home Office	FOREST HILLS	1
Americas	Home Office	FRANKFORT	1
Americas	Home Office	FRANKLIN LAKES	1
Americas	Home Office	FRISCO	1
Americas	Home Office	FT LAUDERDALE	1
Americas	Home Office	GAITHERSBURG	1
Americas	Home Office	GARLAND	1
Americas	Home Office	GILLETTE	1
Americas	Home Office	GLEN ALLEN	1
Americas	Home Office	GLEN ELLYN	1
Americas	Home Office	GLEN ROCK	1
Americas	Home Office	GRANBURY	1
Americas	Home Office	GRAPEVINE	1
Americas	Home Office	GREENVILLE	1

OMNIA PARTNERS EXHIBITS
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Americas	Home Office	GREENWOOD VILLAGE	1
Americas	Home Office	GREER	1
Americas	Home Office	GUYTON	1
Americas	Home Office	HERMOSA BEACH	1
Americas	Home Office	HIGH POINT	1
Americas	Home Office	HOPKINS	1
Americas	Home Office	HOUSTON	1
Americas	Home Office	IMPERIAL	1
Americas	Home Office	INVER GROVE	1
Americas	Home Office	JAMESVILLE	1
Americas	Home Office	KATY	1
Americas	Home Office	LAGUNA NIGUEL	1
Americas	Home Office	LAKE OSWEGO	1
Americas	Home Office	LEBANON	1
Americas	Home Office	LEE'S SUMMIT	1
Americas	Home Office	LEWIS CENTER	1
Americas	Home Office	LIBERTY	1
Americas	Home Office	LONG BEACH	1
Americas	Home Office	LOS ALTOS	1
Americas	Home Office	LOTHIAN	1
Americas	Home Office	LOVELAND	1
Americas	Home Office	MACUNGIE	1
Americas	Home Office	MANCHESTER	1
Americas	Home Office	MANDEVILLE	1
Americas	Home Office	MAPLE GROVE	1
Americas	Home Office	MAPLEWOOD	1
Americas	Home Office	MATTHEWS	1
Americas	Home Office	MEDINA	1
Americas	Home Office	METAMORA	1
Americas	Home Office	MIAMI	1
Americas	Home Office	MORRISVILLE	1
Americas	Home Office	NEWBERRY	1
Americas	Home Office	NEWPORT COAST	1
Americas	Home Office	NORWALK	1
Americas	Home Office	NUTLEY	1
Americas	Home Office	ODESSA	1
Americas	Home Office	OMAHA	1
Americas	Home Office	OREGON	1
Americas	Home Office	OVIEDO	1
Americas	Home Office	PARKLAND	1
Americas	Home Office	PENSACOLA	1
Americas	Home Office	PEORIA	1
Americas	Home Office	PEWAUKEE	1

OMNIA PARTNERS EXHIBITS
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Americas	Home Office	PHOENIX	1
Americas	Home Office	PLANO	1
Americas	Home Office	PLANTATION	1
Americas	Home Office	PONTE VEDRA	1
Americas	Home Office	PORTLAND	1
Americas	Home Office	POWELL	1
		RANCHO MISSION	
Americas	Home Office	VIEJO	1
Americas	Home Office	RENTON	1
Americas	Home Office	REYNOLDSBURG	1
Americas	Home Office	RICHFIELD	1
Americas	Home Office	ROCHESTER HILLS	1
Americas	Home Office	SAGAMORE HILLS	1
Americas	Home Office	SAINT AUGUSTINE	1
Americas	Home Office	SAINT LOUIS PARK	1
Americas	Home Office	SAN ANTONIO	1
Americas	Home Office	SAN MATEO	1
Americas	Home Office	SEYMOUR	1
Americas	Home Office	SHAKOPEE	1
Americas	Home Office	SHELBY TOWNSHIP	1
Americas	Home Office	SIMPSONVILLE	1
Americas	Home Office	SPRING HILL	1
Americas	Home Office	SPRING LAKE	1
Americas	Home Office	ST LOUIS	1
Americas	Home Office	STEVENSVILLE	1
Americas	Home Office	STEWARTSVILLE	1
Americas	Home Office	TAMPA	1
Americas	Home Office	TEMPE	1
Americas	Home Office	TIGARD	1
Americas	Home Office	TOWNSEND	1
Americas	Home Office	TROY	1
Americas	Home Office	TRUMBULL	1
Americas	Home Office	TULSA	1
Americas	Home Office	UNION	1
Americas	Home Office	VIENNA	1
Americas	Home Office	WALNUT CREEK	1
Americas	Home Office	WANSHIP	1
Americas	Home Office	WASHINGTON	1
Americas	Home Office	WEST CHESTER	1
Americas	Home Office	WEST SPRINGFIELD	1
Americas	Home Office	WESTERVILLE	1
Americas	Home Office	WESTFIELD	1
Americas	Home Office	WESTFORD	1

OMNIA PARTNERS EXHIBITS
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Americas	Home Office	WESTON	1
Americas	Home Office	WOODBIDGE	1
Americas	Home Office	WOODLAND HILLS	1
Americas	Home Office	WYCKOFF	1
Americas	Home Office	ZEPHYRHILLS	1
Americas	Home Office	ZIONSVILLE	1
Americas	Home Office	CARDIFF	1
Americas	HOUSTON	Houston	12
Americas	Kentwood Distribution	Kentwood	1
Americas	LASR	#	17
Americas	Mexico City	Miguel Hidalgo	45
	Monterrey Global	San Pedro Garza	
Americas	Business Center	Garcia	105
Americas	NEW YORK	New York	40
Americas	PHILADELPHIA	Philadelphia	6
Americas	Polyvision - Suwanee	Duluth	1
Americas	SAN FRANCISCO	San Francisco	29
Americas	SAND	#	1
Americas	SANTA MONICA	Santa Monica	3
Americas	SEATTLE	Seattle	9
Americas	Steelcase Vancouver	Vancouver	6
	Steelcase Learning and		
Americas	Exploration Ctr	Grand Rapids	5
Americas	STEELCASE UNIVERSITY	Grand Rapids	4
Americas	WASHINGTON	Washington	16
Asia (APAC)	Bangalore, India	Bangalore	1
Asia (APAC)	HK-CT	Hong Kong	6
Asia (APAC)	Hong Kong	#	1
Asia (APAC)	Kuala Lumpur, Malaysia	Lingkaran Syed Putra	1
Asia (APAC)	Shanghai, China	Shanghai	3
Asia (APAC)	Singapore, China	Singapore	6
Europe (EMEA)	BOSTON	BOSTON	1
Europe (EMEA)	DE_MAN	Mannheim	5
Europe (EMEA)	FR_EP	#	44
Europe (EMEA)	FR_GE	#	41
Europe (EMEA)	GB_IE	#	22
Europe (EMEA)	Home Office	BRATISLAVA	1
Europe (EMEA)	Home Office	ABIDJAN	1
Europe (EMEA)	Home Office	BORDEAUX	1
Europe (EMEA)	Home Office	CASABLANCA	1
Europe (EMEA)	Home Office	CURIS AU MONT D'OR	1
Europe (EMEA)	Home Office	DUBLIN	1
Europe (EMEA)	Home Office	HENGGART	1

OMNIA PARTNERS EXHIBITS
EXHIBIT A- RESPONSE FOR NATIONAL COOPERATIVE CONTRACT

Europe (EMEA)	Home Office	KUWEIT CITY	1
Europe (EMEA)	Home Office	LONDON	1
Europe (EMEA)	Home Office	MARSEILLE	1
Europe (EMEA)	Home Office	PRAHA 4 SEBEROV	1
		SAINT ORENS DE	
Europe (EMEA)	Home Office	GAMEVILLE	1
Europe (EMEA)	Home Office	SAINT-HERBLAIN	1
Europe (EMEA)	Home Office	TOURCOING	1
Europe (EMEA)	Home Office	VILLETTE D'ANTHON	1
Europe (EMEA)	Home Office	ZAGREB	1
Europe (EMEA)	Home Office	#	1
	Insightful Environments		
Europe (EMEA)	Rainham	Rainham	30
Europe (EMEA)	ITALY	Anzola Emila	2
Europe (EMEA)	SAF	#	3
Europe (EMEA)	SAUDI	Riyadh	3
	SOLUTIONS BY		
Europe (EMEA)	STEELCASE NANTERRE	Paris	2
Europe (EMEA)	STEELCASE - LEEDS, UK	LEEDS	5
Europe (EMEA)	Steelcase Azerbaijan	Baku	1
Europe (EMEA)	Steelcase Barcelona	Barcelona	4
	STEELCASE GBC CLUJ-		
Europe (EMEA)	NAPOCA	Cluj-Napoca	48
Europe (EMEA)	Steelcase Hungary	Budapest	2
	Steelcase International		
Europe (EMEA)	WorkLab	Schiltigheim	17
Europe (EMEA)	Steelcase Israel	Tel Aviv	1
Europe (EMEA)	Steelcase Middle East	Dubai	5
	Steelcase Middle East		
Europe (EMEA)	Operations	Riyadh	1
	STEELCASE MUNICH		
Europe (EMEA)	(DE_MU)	Munich	64
Europe (EMEA)	Steelcase Poland	Warsaw	2
Europe (EMEA)	Steelcase Portugal	Carnaxide	6
	Steelcase Portugal -		
Europe (EMEA)	Lisboa	Lisboa	3
Europe (EMEA)	Steelcase Russia	Moscow	4
Europe (EMEA)	Steelcase Sarrebourg	Sarrebourg	1
	Steelcase Spain,		
Europe (EMEA)	Barcelona	Barcelona	6
Europe (EMEA)	Steelcase Spain, Madrid	Madrid	204
Europe (EMEA)	Steelcase srl	Milano	1
Europe (EMEA)	Steelcase Sweden	Stockholm	2
Europe (EMEA)	Steelcase Switzerland	VERNIER-GENEVE	1
Europe (EMEA)	Steelcase Turkey	Istanbul	1

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	Steelcase WorkLab		
Europe (EMEA)	Rosenheim	Rosenheim	44
	Steelcase WorkLife		
Europe (EMEA)	Amsterdam	Amsterdam	6
	Steelcase WorkLife		
Europe (EMEA)	Brussels	Mechelen	1
	Steelcase WorkLife		
Europe (EMEA)	London	London	31
	Steelcase WorkLife		
Europe (EMEA)	Madrid	Madrid	82
Europe (EMEA)	Steelcase WorkLife Paris	Paris	28
Europe (EMEA)	UK	#	1

C. Number and location of support centers (if applicable) and location of corporate office.

Answer:

Corporate Office Location:

Steelcase Inc
901 44th Street
Grand Rapids, MI 49508

Worklife Centers: 27

- Americas
1. Atlanta, Georgia
 2. Boston, Massachusetts
 3. Chicago, Illinois
 4. Dallas, Texas
 5. Los Angeles, California
 6. Mexico City, Mexico
 7. New York, New York
 8. San Francisco, California
 9. Toronto, Canada
 10. Washington, D.C.

EMEA

11. Dubai, U.A.E.
12. London, England
13. Madrid, Spain
14. Paris, France
15. Strasbourg, France

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16. Zurich, Switzerland

Asia Pacific

17. Bangalore, India
18. Beijing, China
19. Delhi, India
20. Hong Kong
21. Hyderabad, India
22. Mumbai, India
23. Shanghai, China
24. Singapore
25. Melbourne, Australia
26. Sydney, Australia
27. Tokyo, Japan

Business Centers:

1. Steelcase - Cluj, Romania
2. Steelcase - Grand Rapids, Michigan, USA
3. Steelcase - Kuala Lumpur, Malaysia
4. Steelcase - Monterrey, Mexico
5. Steelcase - Strasbourg, France
6. Designtex - New York, USA
7. Polyvision - Atlanta, USA
8. Steelcase - Rosenheim, Germany

Learning + Innovation Centers

1. Grand Rapids, Michigan – Learning + Innovation Center
2. Munich, Germany – Learning + Innovation Center

D. Annual sales for the three previous fiscal years.

Answer:

FY2019 \$3.4 billion

FY2018 \$3.1 billion

FY2017 \$3.0 billion

E. Submit FEIN and Dunn & Bradstreet report.

Answer:

FEIN: 38-0819050

Dunn & Bradstreet number: 00-601-6547

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Please see our document titled Steelcase Office Furniture RFP D&R Report attached under Supplier Response in the CalUSource portal.

F. Describe any green or environmental initiatives or policies.

Answer:

Our commitment to sustainability is sincere – and it shows in our actions. We believe that providing the best solutions for our customers begins by ensuring they're the best solutions for our environment. That's why every step of the way – through design, manufacturing, delivery and product lifecycle – we consider the impact of our work on people and on the environment and uncover opportunities to make things better.

Materials chemistry.

We're precautionary and proactive, with a comprehensive approach to understanding what goes into our products. As a leader in our industry, our materials chemistry practice assesses materials to understand their potential impacts on human and environmental health. We've assessed over 1,800 materials and are actively working with our supply chain to phase out materials of concern, developing suitable alternatives where they may not yet exist.

Life cycle thinking.

Know your impact, product by product. Steelcase measures a product's impact on the environment and human health at every phase – design, manufacture, delivery, use and reuse, recycle, end of life – to uncover opportunities to improve. We design products for circularity by avoiding and eliminating materials of concern, optimizing performance throughout the life cycle and for remaking, recovery, and end of life strategies.

Recycling and reuse.

The Steelcase products you choose will serve your people a long time. They reconfigure to work in new ways as needs change. They disassemble with ease so you can replace parts quickly. When you're ready for something new, you can take advantage of our robust (and often inspiring) Phase 2 product recycle and reuse program.

Certified products.

If sustainability is your goal, we can help you get there – certifiably so. Steelcase can help you select solutions that contribute to certification systems like LEED and WELL. We offer more than 50 Cradle to Cradle Certified™ Products Program. Many of our products and materials are certified through the Scientific Certification Systems (SCS) Indoor Advantage™ air quality program. We participate in the BIFMA e3 furniture Level Certification program. Our wood manufacturing facility is FSC Chain of Custody certified to provide customers, like you, with FSC certified products.

Here for good.

OMNIA PARTNERS EXHIBITS
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If your sustainability commitment includes picking the right partners, you'll be glad you met Steelcase. Our approach is holistic, research-based and measurable and our commitment is long-term. Steelcase offices and production facilities carry extensive certifications and registrations including LEED, ISO 9001, ISO 14001, EMAS, and OSHAS 18001.

- G. Describe any diversity programs or partners supplier does business with and how Participating Agencies may use diverse partners through the Master Agreement. Indicate how, if at all, pricing changes when using the diversity program.

Answer:

Steelcase is committed to diverse channels around the world and our Supplier Diversity program has been in place since 1991. We focus on promoting the growth and development of minority-owned, women-owned, service veteran-owned as well as service-disabled veteran-owned businesses and HUBzone in the United States by integrating them into our procurement process.

We place emphasis on infrastructure and spend reporting, communication, networking, and supplier development and mentoring. We regularly participate in trade shows, conferences, and networking events to identify potential suppliers. Additionally, we align and maintain relationships with diverse business associations, as well as small business associations, and advertise in publications that serve our diverse business communities.

There are no pricing changes when working with one of our diverse suppliers. Please note that we do not differentiate our suppliers for certain customer accounts. We do have an opportunity to leverage diverse dealers.

- H. Describe any historically underutilized business certifications supplier holds and the certifying agency. This may include business enterprises such as minority and women owned, small or disadvantaged, disable veterans, etc.

Answer:

We require certification through WBENC, NWBOC, and NMSDC for our minority and women owned businesses. At this time, we require self-certification for our veteran suppliers. We also require certification for HUBzone and Service Disabled Veterans.

OMNIA PARTNERS EXHIBITS
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I. Describe how supplier differentiates itself from its competitors.

Answer:

We hear over and over from our customers that one of the reasons they choose to do business with Steelcase is because they trust us. They trust our ability to translate research into workplace insights, perform at a consistently elevated level, develop products that meet evolving workplace needs, leverage our team to deliver great experiences and our willingness to assess ourselves critically for improvement opportunities.

This is why we are the industry leader, and listed below are just a few reasons Steelcase differentiates ourselves from the industry:

- **Dealer Network.** We have the largest, most experienced global dealer network in the industry—750+ dealers with over 800 locations around the world. Our dealers help us respond nimbly to the needs of our clients, and perform as a familiar, local partner. We don't just sell products---we provide an exceptional service experience.
- **Commitment to Research.** Over the past three years, Steelcase invested over \$115 million in research, design and developmental activities to better understand the needs of individuals, teams and organizations. This dedication to innovation and research is reflected in the ever-evolving intelligent design of our products and philosophies. Our portfolio is expanding and current products are being enhanced to complement the agile workplace. In fact, we introduced more than 50 new products, enhancements and extensions to our portfolio in the past 18 months.
- **History of Reliability.** Steelcase was founded in 1912 by a few people with a strong commitment to integrity and doing the right thing. These principles are the foundation of our company—passed on from decade to decade. For our company one thing has remained constant: people have always been the core of our business, and that includes our customers.
- **Creating Great Experiences.** We are focused on creating a great experience for you wherever work happens. We leverage our knowledge in the industry to grow and learn alongside our customers. By learning from our customers—what they value, what their pain points are, how they view the workplace—we can create a truly customized workspace that inspire and engage.
- **Collaborative Approach.** Each organization we work with is unique, and we have successfully engaged our wide breadth of tools, resources and teams to support their needs. We help our customers through each phase of their projects—no matter the scope or size. Our process is simple and thorough, and we have successfully implemented thoughtful design, quality applications, and supportive services to our customers time and time again.

OMNIA PARTNERS EXHIBITS
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- J. Describe any present or past litigation, bankruptcy or reorganization involving supplier.

Answer:

As a 100+ year old industry leading company with global operations, Steelcase Inc. naturally gets involved in periodic legal proceedings including contract disputes and other claims arising from time to time in the normal course of business. Steelcase business practices have been sound throughout our existence, and we believe there is no past, current, or contemplated future situation that would have any material adverse effect on Steelcase's integrity, financial stability or reputation, or that should cause our customers concern regarding Steelcase's overall business practices or continuing ability to serve them.

- K. Felony Conviction Notice: Indicate if the supplier
- a. **is a publicly held corporation and this reporting requirement is not applicable;**
 - b. is not owned or operated by anyone who has been convicted of a felony; or
 - c. is owned or operated by and individual(s) who has been convicted of a felony and provide the names and convictions.

Answer:

Steelcase is a publicly held corporation and this reporting requirement is not applicable.

- L. Describe any debarment or suspension actions taken against supplier

Answer:

Steelcase has never been debarred or suspended.

3.2 Distribution, Logistics

- A. Describe the full line of products and services offered by supplier.

Answer:

At Steelcase, our purpose is to unlock human promise by transforming work, worker and workplace. Through our family of brands that include Steelcase®,

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Coalesse®, Designtex®, PolyVision®, Turnstone®, Smith System®, Orangebox® and AMQ™, we offer a comprehensive portfolio of furniture, architectural products and technology solutions that support people at work.

Our brands provide an integrated portfolio of furniture settings, user-centered technologies and interior architectural products for both individual and collaborative work across a range of price points. We have expanded our offerings through investments in product development and our recent acquisitions and marketing partnerships. Our furniture portfolio includes panel, fence and beam-based furniture systems, storage, fixed and height-adjustable desks, benches and tables and complementary products such as worktools. Our seating products include task chairs which are highly ergonomic, seating that can be used in collaborative or casual settings and specialty seating for specific vertical markets such as healthcare and education. Our technology solutions support group collaboration by integrating furniture and technology. Our interior architectural products include full and partial height walls and architectural pods. We also offer services designed to reduce costs and enhance the performance of people, space and real estate. Among these services are workplace strategy consulting, data-driven space measurement, lease origination services, furniture and asset management and hosted event experiences.

- B. Describe how supplier proposes to distribute the products/service nationwide. Include any states where products and services will not be offered under the Master Agreement, including U.S. Territories and Outlying Areas.

Answer:

We make our products and services available through the largest, most experienced network of dealers in the industry. The Steelcase dealer network is comprised of 750+ dealers with over 800 locations around the world.

As a U.S.-based company, Steelcase complies with all applicable U.S. government requirements, including export and re-export controls expressed in the U.S. Export Administration Regulations; prohibitions on transactions with -- or transfers to -- the governments of, parties located in or operated from, or nationals of countries subject to comprehensive U.S. economic sanctions (in particular, as of the date of this Agreement, Cuba, Iran, and Sudan); and prohibitions on transactions with or transfers to entities or individuals identified on the U.S. government's List of Specially Designated Nationals and Blocked Persons (Treasury Department) and Denied Persons List and Entity List (Commerce Department). Therefore, providing product and services is limited by these restrictions for the sanctioned countries and unavailable for the embargoed countries.

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- C. Identify all other companies that will be involved in processing, handling or shipping the products/service to the end user.

Answer:

A directory of Steelcase's Authorized Dealer Network may be found at the following link: <https://www.steelcase.com/find-us/where-to-buy/dealers>.

- D. Provide the number, size and location of Supplier's distribution facilities, warehouses and retail network as applicable.

Answer:

To serve our customers across North America and in several export markets, Steelcase has a network of five North American manufacturing facilities. These plants operate in tandem with a network of six regional distribution centers, or RDCs. All products are shipped from the plants to the RDCs, where they are consolidated into complete customer orders in preparation for delivery.

Our regional distribution centers (RDCs) are strategically located:

- Grand Rapids, MI – 480,000 square feet
- Ontario, CA - 186,000 square feet
- Puyallup, WA - 65,000 square feet
- Desoto, TX - 115,000 square feet
- Atlanta, GA - 227,000 square feet
- Hazelton, PA - 200,130 square feet

These six RDC locations match up with the major population centers of the United States, while also giving us access to the population centers of Canada and major cargo ports for our export markets. Today 80% of our North American customers are located within 250 miles of an RDC. Our extensive network of Steelcase Authorized Dealers also assists customers with warehousing.

3.3 Marketing and Sales

- A. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement as supplier's primary go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to:
- i. Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days
 - ii. Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the OMNIA Partners team within first 90 days

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Answer:

Steelcase has a number of existing cooperative procurement contracts which our dealers have historically used to service public sector clients across the country. Given the depth of these relationships and the associated sales volumes, we are not able to immediately position OMNIA Partners as our exclusive go-to-market strategy for public agencies. With that said, our approach is to heed the direction of the customer and help them purchase their Steelcase solutions through the vehicle that makes the most sense for them. As a company, Steelcase sees significant potential in the OMNIA Partners National Cooperative Contract to incrementally grow our public sector business. Should we be fortunate enough to receive an OMNIA award, we would immediately take the following steps over the first ninety (90) days to proactively launch our agreement:

- Develop a comprehensive launch package for Steelcase dealers that includes an OMNIA overview including key positioning points, OMNIA-Steelcase agreement highlights, pricing overview, OMNIA membership information, and a detailed Participation Letter which must be signed and returned to Steelcase prior to being added to the Agreement as a Steelcase Subcontractor.
- Communicate broadly to Steelcase dealers via our intranet regarding the scope/availability of the OMNIA-Steelcase agreement.
- Host a webinar with Steelcase Dealers and OMNIA Partners staff to review the agreement, terms, membership specifics, OMNIA marketing/sales support, and key targets by region.
- Establish a regular cadence of communication between Steelcase POC and OMNIA staff to include frequency of business reviews, protocols for communication engagement between OMNIA, Steelcase, and Steelcase dealers, and guidance for issue resolution.

B. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to:

- i. Creation and distribution of a co-branded press release to trade publications

Answer: Upon award, Steelcase will work collaboratively with OMNIA Partners to craft and release a statement regarding our new agreement and who has the ability to utilize this agreement moving forward.

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- ii. Announcement, contract details and contact information published on the Supplier's website within first 90 days

Answer: Upon award, Steelcase will post summary information of the OMNIA Partners-Steelcase relationship on our public website. Complete agreement information including pricing, terms, member information, and dealer Participation Letters will be loaded to our Village intranet site.

- iii. Design, publication and distribution of co-branded marketing materials within first 90 days

Answer: Upon award, Steelcase will work proactively with OMNIA Partners to craft relevant co-branded marketing materials that elaborate on the nature of our relationship, the scope of our agreement, and the process by which clients may procure Steelcase solutions through the OMNIA-Steelcase agreement.

- iv. Commitment to attendance and participation with OMNIA Partners at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.) and supplier-specific trade shows, conferences and meetings throughout the term of the Master Agreement

Answer: Given our pursuit and support of public sector business, Steelcase regularly attends national, regional, and supplier-specific trade shows throughout the course of a year. As mentioned previously, given the nature of our relationships with multiple purchasing cooperatives, we neutrally attend these events without outwardly advocating for one cooperative over another.

- v. Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by OMNIA Partners for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by OMNIA Partners.

Answer: See response to sub-item "iv." above. While Steelcase will not exhibit in an OMNIA-specific booth space during the NIGP Forum, we will make all reasonable efforts to promote and market the OMNIA-Steelcase relationship and parameters of our agreement.

- vi. Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement

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Answer: Steelcase selectively advertises in national and regional trade publications based on a comprehensive product promotion plan across our marketing groups. These placements are geared more around our product solutions and supporting research versus vehicles by which they may be purchased.

- vii.** Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.)

Answer: Steelcase will work collaboratively with OMNIA Partners to develop relevant promotional materials that will help both Steelcase and dealer sales representatives best position OMNIA and the value of the OMNIA-Steelcase agreement to public sector prospective clients.

- viii.** Dedicated OMNIA Partners internet web-based homepage on Supplier's website with:

- OMNIA Partners standard logo;
- Copy of original Request for Proposal;
- Copy of contract and amendments between Principal Procurement Agency and Supplier;
- Summary of Products and pricing;
- Marketing Materials
- Electronic link to OMNIA Partners' website including the online registration page;
- A dedicated toll-free number and email address for OMNIA Partners

Answer: Steelcase will create an OMNIA-specific page on our Village intranet site which contains all of the items listed above. For confidentiality purposes, we will not post these items on our public Steelcase.com site where competitors may freely view them. Regarding a dedicated 800-number for OMNIA, Steelcase will provide OMNIA will multiple layers of communication touch-points during our post-award kick-off meeting. Anything pertaining to the National Cooperative Agreement will be directed to our agreement owner, Steve Knippen. Project-specific questions from public sector clients would first be directed to one of our local Steelcase dealers. Should there be a need for further escalation, Steve Knippen would be the next point of contact.

- C. Describe how Supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through OMNIA Partners. Include a list of current cooperative contracts (regional and national)

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Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.

Answer:

Steelcase will market the Master Agreement in the same or similar manner as we market our other national GPO contracts. In the event an existing Public Agency customer notifies Steelcase in writing of their intent to align with the OMNIA Master Agreement and such Public Agency is eligible to use the Master Agreement, Steelcase will assist in transitioning any existing agreement(s) in order to allow the Public Agency to take full advantage of the OMNIA Master Agreement.

- D. Acknowledge Supplier agrees to provide its logo(s) to OMNIA Partners and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of OMNIA Partners logo will require permission for reproduction, as well.

Answer:

Steelcase agrees to provide to OMNIA Partners a limited, revocable, non-transferable, non-sublicensable right to use Steelcase's logo solely for use in marketing the Master Agreement, provided that Steelcase's approval is sought by OMNIA Partners and granted by Steelcase prior to each such use.

- E. Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by OMNIA Partners. All sales materials are to use the OMNIA Partners logo. At a minimum, the Supplier's sales initiatives should communicate:
- i. Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency
 - ii. Best government pricing
 - iii. No cost to participate
 - iv. Non-exclusive

Answer:

Steelcase will work collaboratively with OMNIA Partners post-award to develop a list of priority accounts/opportunities based on the current OMNIA Partners membership list. We will also follow-up on all leads provided by OMNIA Partners in a timely way. With respect to branded sales materials, all Steelcase brochures, cut-sheets, and technical specification documents are generic and not labeled with the logo of any purchasing cooperative. With that said, in our OMNIA-specific promotional materials, we will explicitly explain the manner by which we were awarded an agreement, the lack of cost

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to participate, and the non-exclusive nature of the agreement. As we hold multiple cooperative contracts, we are not in a position to generically state that in every situation that the OMNIA national agreement pricing will be the deepest

- F. Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:
- i. Key features of Master Agreement
 - ii. Working knowledge of the solicitation process
 - iii. Awareness of the range of Public Agencies that can utilize the Master Agreement through OMNIA Partners
 - iv. Knowledge of benefits of the use of cooperative contracts

Answer:

Steelcase agrees to train all involved employees on the subjects above.

- G. Provide the name, title, email and phone number for the person(s), who will be responsible for:
- i. Executive Support
 - ii. Marketing
 - iii. Sales
 - iv. Sales Support
 - v. Financial Reporting
 - vi. Accounts Payable
 - vii. Contracts

Answer:

- **Executive Support:** Jeff Fredrickson; Director, Government Solutions; jfredric@steelcase.com; 616-292-9904
- **Marketing:** Steve Knippen; Market Leader, National Education & Health Market Development; sknippen@steelcase.com; 630-806-5537
- **Sales:** Steve Knippen
- **Sales Support:** Steve Knippen
- **Financial Reporting:** Steve Knippen
- **Accounts Payable:** Steve Knippen
- **Contracts:** Steve Knippen / Megan Maguire; Specialist, Pricing & Contracts; mmaguire@steelcase.com; 269-929-7204

- H. Describe in detail how Supplier's national sales force is structured, including contact information for the highest-level executive in charge of the sales team.

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Answer:

Eddy Schmitt, Senior Vice President of Sales in the Americas,
eschmitt@steelcase.com

The Steelcase Americas sales structure is divided into the following regions:

- West Business Group – Northwest and West Coast
- Central Business Group – Central and Mountain
- Northeast Business Group – Eastern Canada, New England, New York, New Jersey
- East Business Group – Mid-Atlantic, Midwest, Southeast
- South Business Group – Florida, South Central, Central & South America, Mexico
- Global Client Collaboration

Each region has a Vice President to oversee the business and is supported by a diverse team of regional vice presidents, regional sales managers, sales account managers, and sales support staff.

- I. Explain in detail how the sales teams will work with the OMNIA Partners team to implement, grow and service the national program.

Answer:

As the national POC for Steelcase with respect to the OMNIA Partners national agreement, Steve Knippen will work closely with the OMNIA Partners team to efficiently launch and service the new agreement post-award based on the steps outlined in our response to letter A. Growing the agreement with prospective OMNIA Partners members will require market-by-market coordination with Steelcase leadership and our engaged dealer partners. As noted in our response to item H, Steelcase has regional sales leadership teams that allocate Steelcase sales resources based on market dynamics/client make-up. Steve and his Steelcase counterpart Kevin Loubert will work proactively with local Steelcase leadership along with our local dealer(s) to target prospective OMNIA members and develop appropriate sales strategies to penetrate these accounts.

- J. Explain in detail how Supplier will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, timely contract administration, etc.

Answer:

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Post-award, Steve Knippen will meet with OMNIA Partners and align on go-forward expectations of Steelcase regarding contract administration, process, etc. He will also align with OMNIA on the appropriate cadence for OMNIA/Steelcase business review/alignment meetings, goals/objectives for those sessions, measurements, etc.

K. State the amount of Supplier's Public Agency sales for the previous fiscal year. Provide a list of Supplier's top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each.

Answer:

This is confidential information and Steelcase cannot disclose our top ten Public Agency customers.

M. Describe Supplier's information systems capabilities and limitations regarding order management through receipt of payment, including description of multiple platforms that may be used for any of these functions.

Answer:

Steelcase utilizes the Hedberg Business Management System with all of our customers. This system supports the entire sales, planning, order management, receiving, warehousing and financial management life cycle. Hedberg provides a completely controlled process for Steelcase, as well as creates a direct link between the designers' drawing and the corresponding quote. Hedberg also allows our dealers to manage product lead times electronically and proactively by individual product.

From the moment the product is ordered, Steelcase and our dealers follow the product manufacturing and delivery schedule through Steelcase's Delivery Notification System (DNS). This system provides order confirmation and arrival of product dates. These are closely monitored to confirm the schedule is being met and provide updated product arrival information to assist in determining task scheduling, schedule recovery, or schedule compression. Often, orders and product components are tagged according to the install sequence. Timelines and critical order entry dates are determined and communicated to the entire servicing team.

Through web-based tools, our dealers track the status of your orders prior to delivery. The system is continuously monitored and provides the ability to identify and preempt potential obstacles, such as back-ordered product. We also utilize a LASER (Lean After Ship Experience Rationalization) system for our

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dealer network to submit post-delivery issues and bring swift resolution to damage claims and other post-delivery issues.

M. If the Supplier wants to guarantee sales, provide the Contract Sales (as defined in Section 10 of the National Intergovernmental Purchasing Alliance Company Administration Agreement) that Supplier will guarantee each year under the Master Agreement for the initial three years of the Master Agreement (“Guaranteed Contract Sales”).

\$ _____ .00 in year one
\$ _____ .00 in year two
\$ _____ .00 in year three

To the extent Supplier guarantees minimum Contract Sales, the administration fee shall be calculated based on the greater of the actual Contract Sales and the Guaranteed Contract Sales.

Answer:

Steelcase will not guarantee any sales.

- N. Even though it is anticipated many Public Agencies will be able to utilize the Master Agreement without further formal solicitation, there may be circumstances where Public Agencies will issue their own solicitations. The following options are available when responding to a solicitation for Products covered under the Master Agreement.
- i. Respond with Master Agreement pricing (Contract Sales reported to OMNIA Partners).
 - ii. If competitive conditions require pricing lower than the standard Master Agreement not-to-exceed pricing, Supplier may respond with lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales are reported as Contract Sales to OMNIA Partners under the Master Agreement.
 - iii. Respond with pricing higher than Master Agreement only in the unlikely event that the Public Agency refuses to utilize Master Agreement (Contract Sales are not reported to OMNIA Partners).
 - iv. If alternative or multiple proposals are permitted, respond with pricing higher than Master Agreement, and include Master Agreement as the alternate or additional proposal.

Detail Supplier’s strategies under these options when responding to a solicitation.

Answer:

OMNIA PARTNERS EXHIBITS
EXHIBIT A- RESPONSE FOR NATIONAL COOPERATIVE CONTRACT

Steelcase will respond to Public Agency solicitations using market competitive solutions and strategies which are the same or similar to those of our other national GPO contracts. In the event such solicitation results in Contract Sales, Steelcase will report the Contract Sales to OMNIA Partners per the Master Agreement.

EXHIBIT F
FEDERAL FUNDS CERTIFICATIONS

FEDERAL CERTIFICATIONS
ADDENDUM FOR AGREEMENT FUNDED BY U.S. FEDERAL GRANT

TO WHOM IT MAY CONCERN:

Participating Agencies may elect to use federal funds to purchase under the Master Agreement. This form should be completed and returned.

DEFINITIONS

Contract means a legal instrument by which a non-Federal entity purchases property or services needed to carry out the project or program under a Federal award. The term as used in this part does not include a legal instrument, even if the non-Federal entity considers it a contract, when the substance of the transaction meets the definition of a Federal award or subaward

Contractor means an entity that receives a contract as defined in Contract.

Cooperative agreement means a legal instrument of financial assistance between a Federal awarding agency or pass-through entity and a non-Federal entity that, consistent with 31 U.S.C. 6302-6305:

- (a) Is used to enter into a relationship the principal purpose of which is to transfer anything of value from the Federal awarding agency or pass-through entity to the non-Federal entity to carry out a public purpose authorized by a law of the United States (see 31 U.S.C. 6101(3)); and not to acquire property or services for the Federal government or pass-through entity's direct benefit or use;
- (b) Is distinguished from a grant in that it provides for substantial involvement between the Federal awarding agency or pass-through entity and the non-Federal entity in carrying out the activity contemplated by the Federal award.
- (c) The term does not include:
 - (1) A cooperative research and development agreement as defined in 15 U.S.C. 3710a; or
 - (2) An agreement that provides only:
 - (i) Direct United States Government cash assistance to an individual;
 - (ii) A subsidy;
 - (iii) A loan;
 - (iv) A loan guarantee; or
 - (v) Insurance.

Federal awarding agency means the Federal agency that provides a Federal award directly to a non-Federal entity

Federal award has the meaning, depending on the context, in either paragraph (a) or (b) of this section:

- (a)(1) The Federal financial assistance that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability; or
- (2) The cost-reimbursement contract under the Federal Acquisition Regulations that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability.
- (b) The instrument setting forth the terms and conditions. The instrument is the grant agreement, cooperative agreement, other agreement for assistance covered in paragraph (b) of § 200.40 Federal financial assistance, or the cost-reimbursement contract awarded under the Federal Acquisition Regulations.
- (c) Federal award does not include other contracts that a Federal agency uses to buy goods or services from a contractor or a contract to operate Federal government owned, contractor operated facilities (GOCOs).
- (d) See also definitions of Federal financial assistance, grant agreement, and cooperative agreement.

Non-Federal entity means a state, local government, Indian tribe, institution of higher education (IHE), or nonprofit organization that carries out a Federal award as a recipient or subrecipient.

Nonprofit organization means any corporation, trust, association, cooperative, or other organization, not including IHEs, that:

- (a) Is operated primarily for scientific, educational, service, charitable, or similar purposes in the public interest;
- (b) Is not organized primarily for profit; and
- (c) Uses net proceeds to maintain, improve, or expand the operations of the organization.

Obligations means, when used in connection with a non-Federal entity's utilization of funds under a Federal award, orders placed for property and services, contracts and subawards made, and similar transactions during a given period that require payment by the non-Federal entity during the same or a future period.

Pass-through entity means a non-Federal entity that provides a subaward to a subrecipient to carry out part of a Federal program.

Recipient means a non-Federal entity that receives a Federal award directly from a Federal awarding agency to carry out an activity under a Federal program. The term recipient does not include subrecipients.

Simplified acquisition threshold means the dollar amount below which a non-Federal entity may purchase property or services using small purchase methods. Non-Federal entities adopt small purchase procedures in order to expedite the purchase of items costing less than the simplified acquisition threshold. The simplified acquisition threshold is set by the Federal Acquisition Regulation at 48 CFR Subpart 2.1 (Definitions) and in accordance with 41 U.S.C. 1908. As of the publication of this part, the simplified acquisition threshold is \$150,000, but this threshold is periodically adjusted for inflation. (Also see definition of § 200.67 Micro-purchase.)

Subaward means an award provided by a pass-through entity to a subrecipient for the subrecipient to carry out part of a Federal award received by the pass-through entity. It does not include payments to a contractor or payments to an individual that is a beneficiary of a Federal program. A subaward may be provided through any form of legal agreement, including an agreement that the pass-through entity considers a contract.

Subrecipient means a non-Federal entity that receives a subaward from a pass-through entity to carry out part of a Federal program; but does not include an individual that is a beneficiary of such program. A subrecipient may also be a recipient of other Federal awards directly from a Federal awarding agency.

Termination means the ending of a Federal award, in whole or in part at any time prior to the planned end of period of performance.

The following certifications and provisions may be required and apply when Participating Agency expends federal funds for any purchase resulting from this procurement process. Pursuant to 2 C.F.R. § 200.326, all contracts, including small purchases, awarded by the Participating Agency and the Participating Agency's subcontractors shall contain the procurement provisions of Appendix II to Part 200, as applicable.

APPENDIX II TO 2 CFR PART 200

(A) Contracts for more than the simplified acquisition threshold currently set at \$150,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Pursuant to Federal Rule (A) above, when a Participating Agency expends federal funds, the Participating Agency reserves all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.

Does offeror agree? YES CRB Initials of Authorized Representative of offeror

(B) Termination for cause and for convenience by the grantee or subgrantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)

Pursuant to Federal Rule (B) above, when a Participating Agency expends federal funds, the Participating Agency reserves the

right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror as detailed in the terms of the contract.

Does offeror agree? YES CRB Initials of Authorized Representative of offeror

(C) Equal Employment Opportunity. Except as otherwise provided under 41 CFR Part 60, all contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 must include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 CFR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

Pursuant to Federal Rule (C) above, when a Participating Agency expends federal funds on any federally assisted construction contract, the equal opportunity clause is incorporated by reference herein.

Does offeror agree to abide by the above? YES CRB Initials of Authorized Representative of offeror

(D) Davis-Bacon Act, as amended (40 U.S.C. 3141-3148). When required by Federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-Federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Pursuant to Federal Rule (D) above, when a Participating Agency expends federal funds during the term of an award for all contracts and subgrants for construction or repair, offeror will be in compliance with all applicable Davis-Bacon Act provisions.

Does offeror agree? YES CRB Initials of Authorized Representative of offeror

(E) Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708). Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Pursuant to Federal Rule (E) above, when a Participating Agency expends federal funds, offeror certifies that offeror will be in compliance with all applicable provisions of the Contract Work Hours and Safety Standards Act during the term of an award for all contracts by Participating Agency resulting from this procurement process.

Does offeror agree? YES CRB Initials of Authorized Representative of offeror

(F) Rights to Inventions Made Under a Contract or Agreement. If the Federal award meets the definition of "funding agreement" under 37 CFR §401.2 (a) and the recipient or subrecipient wishes to enter into a contract with a small

business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Pursuant to Federal Rule (F) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (F) above.

Does offeror agree? YES CRB Initials of Authorized Representative of offeror

(G) Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended—Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA)

Pursuant to Federal Rule (G) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency member resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (G) above.

Does offeror agree? YES CRB Initials of Authorized Representative of offeror

(H) Debarment and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2 CFR 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the Executive Office of the President Office of Management and Budget (OMB) guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Pursuant to Federal Rule (H) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror certifies that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency. If at any time during the term of an award the offeror or its principals becomes debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency, the offeror will notify the Participating Agency.

Does offeror agree? YES CRB Initials of Authorized Representative of offeror

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)—Contractors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term and after the awarded term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror certifies that it is in compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

Does offeror agree? YES CRS Initials of Authorized Representative of offeror

RECORD RETENTION REQUIREMENTS FOR CONTRACTS INVOLVING FEDERAL FUNDS

When federal funds are expended by Participating Agency for any contract resulting from this procurement process, offeror certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The offeror further certifies that offeror will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

Does offeror agree? YES CRB Initials of Authorized Representative of offeror

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When Participating Agency expends federal funds for any contract resulting from this procurement process, offeror certifies that it will comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18).

Does offeror agree? YES CRB Initials of Authorized Representative of offeror

CERTIFICATION OF COMPLIANCE WITH BUY AMERICA PROVISIONS

To the extent purchases are made with Federal Highway Administration, Federal Railroad Administration, or Federal Transit Administration funds, offeror certifies that its products comply with all applicable provisions of the Buy America Act and agrees to provide such certification or applicable waiver with respect to specific products to any Participating Agency upon request. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition.

Steelcase does not certify that the products it offers under this Agreement are in compliance with the Buy America Act.

Does offeror agree? YES _____ Initials of Authorized Representative of offeror

CERTIFICATION OF ACCESS TO RECORDS – 2 C.F.R. § 200.336

Offeror agrees that the Inspector General of the Agency or any of their duly authorized representatives shall have access to any documents, papers, or other records of offeror that are pertinent to offeror's discharge of its obligations under the Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to offeror's personnel for the purpose of interview and discussion relating to such documents.

Does offeror agree? YES CRS Initials of Authorized Representative of offeror

CERTIFICATION OF APPLICABILITY TO SUBCONTRACTORS

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does offeror agree? YES CRD Initials of Authorized Representative of offeror

Offeror agrees to comply with all federal, state, and local laws, rules, regulations and ordinances, as applicable. It is further acknowledged that offeror certifies compliance with all provisions, laws, acts, regulations, etc. as specifically noted above.

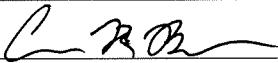
Offeror's Name: Steelcase Inc.

Address, City, State, and Zip Code:
901 44th Street SE, Grand Rapids, MI 49508

Phone Number: (616) 247-2710 Fax Number:

Printed Name and Title of Authorized
Representative: Christopher R. Brown Manager, Pricing & Contracts

Email Address:
CBROWN11@steelcase.com

Signature of Authorized Representative:  Date: August 19, 2019

**OMNIA PARTNERS EXHIBITS
EXHIBIT G- NEW JERSEY BUSINESS COMPLIANCE**

DOC #1

**OWNERSHIP DISCLOSURE FORM
(N.J.S. 52:25-24.2)**

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), the offeror shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

Company Name: Steelcase Inc.

Street: 901 44th Street SE

City, State, Zip Code: Grand Rapids, MI 49508

Complete as appropriate:

I _____, certify that I am the sole owner of _____, that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.

OR:

I _____, a partner in _____, do hereby certify that the following is a list of all individual partners who own a 10% or greater interest therein. I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set forth the names and addresses of the stockholders holding 10% or more of that corporation's stock or the individual partners owning 10% or greater interest in that partnership.

OR:

I Christopher R. Brown _____, an authorized representative of Steelcase Inc. _____, a corporation, do hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is also set forth the names and addresses of the stockholders holding 10% or more of the corporation's stock or the individual partners owning a 10% or greater interest in that partnership.

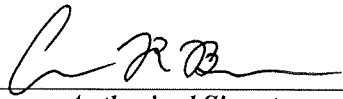
(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)

Name	Address	Interest
Fifth Third Bancorp and its subsidiaries	Fifth Third Center, Cincinnati, OH 45263	15.1%

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

August 19, 2019

Date



 Authorized Signature and Title
 Manager, Pricing + Contracts

OMNIA PARTNERS EXHIBITS
EXHIBIT G- NEW JERSEY BUSINESS COMPLIANCE

DOC #2

NON-COLLUSION AFFIDAVIT

Company Name: Steelcase Inc.

Street: 901 44th Street SE

City, State, Zip Code: Grand Rapids, MI 49508

State of Michigan

County of Kent

I, Christopher R. Brown of the Grand Rapids
Name City

in the County of Kent, State of Michigan
of full age, being duly sworn according to law on my oath depose and say that:

I am the Pricing & Contracts Manager of the firm of Steelcase Inc.
Title Company Name

the Offeror making the Proposal for the goods, services or public work specified under the attached proposal, and that I executed the said proposal with full authority to do so; that said Offeror has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above proposal, and that all statements contained in said proposal and in this affidavit are true and correct, and made with full knowledge that relies upon the truth of the statements contained in said proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services or public work.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by

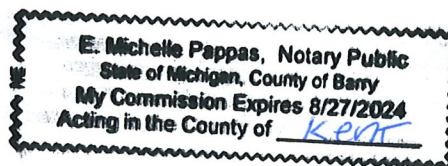
Steelcase Inc.
Company Name


Authorized Signature & Title

Subscribed and sworn before me

this 19th day of August, 2019

E. Michelle Pappas
Notary Public of BARRY County MI
My commission expires 8/27 0, 2024



OMNIA PARTNERS EXHIBITS
EXHIBIT G- NEW JERSEY BUSINESS COMPLIANCE

DOC #3

AFFIRMATIVE ACTION AFFIDAVIT
(P.L. 1975, C.127)

Company Name: Steelcase Inc.
Street: 901 44th Street SE
City, State, Zip Code: Grand Rapids, MI 49508

Proposal Certification:

Indicate below company's compliance with New Jersey Affirmative Action regulations. Company's proposal will be accepted even if company is not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)
Vendors must submit with proposal:

1. A photo copy of their Federal Letter of Affirmative Action Plan Approval

OR
2. A photo copy of their Certificate of Employee Information Report

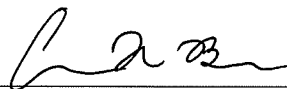
OR
3. A complete Affirmative Action Employee Information Report (AA302) _____

Public Work – Over \$50,000 Total Project Cost:

- A. No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201-A upon receipt from the
- B. Approved Federal or New Jersey Plan – certificate enclosed

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

August 19, 2019
Date



Authorized Signature and Title
Manager, Pricing + Contracts

Certification 35966

CERTIFICATE OF EMPLOYEE INFORMATION REPORT RENEWAL

This is to certify that the contractor listed below has submitted an Employee Information Report pursuant to N.J.A.C. 17:27-1.1 et. seq. and the State Treasurer has approved said report. This approval will remain in effect for the period of **15-MAR-2017** to **15-MAR-2020**

**STEELCASE, INC.
901 44TH STREET SE
GRAND RAPIDS**

MI 49501



Ford M. Scudder

FORD M. SCUDDER
State Treasurer



State of New Jersey

CHRIS CHRISTIE
Governor
KIM GUADAGNO
Lt. Governor

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE & PROPERTY
CONTRACT COMPLIANCE AUDIT UNIT
EEO MONITORING PROGRAM
P.O. BOX 206
TRENTON, NJ 08625-0206

FORD M. SCUDDER
State Treasurer

ISSUANCE OF CERTIFICATE OF EMPLOYEE INFORMATION REPORT

Enclosed is your Certificate of Employee information Report (hereinafter referred to as the "Certificate" and issued based on the Employee Information Report (AA-302) form completed by a representative of your company or firm. Immediately upon receipt, this certificate should be forwarded to the person in your company or firm responsible for ensuring equal employment opportunity and/or overseeing the company or firm's contracts with public agencies. Typically, this person may be your company or firm's Human Resources Manager, Equal Employment Opportunity Officer or Contract Administrator. If you do not know to whom the certificate should be forward, kindly forward it to the head of your company or firm. Copies of the certificate should also be distributed to all facilities of your company or firm who engage in bidding on public contracts in New Jersey and who use the same federal identification number and company name. The certificate should be retained in your records until the date it expires. This is very important since a request for a duplicate/replacement certificate will result in a \$75.00 fee.

On future successful bids on public contracts, your company or firm must present a photocopy of the certificate to the public agency awarding the contract after notification of the award but prior to execution of a goods and services or professional services contract. Failure to present the certificate within the time limits prescribed may result in the awarded contract being rescinded in accordance with N.J.A.C. 17:27-4.3b.

Please be advised that this certificate has been approved only for the time periods stated on the certificate. As early as ninety (90) days prior to its expiration, the Division will forward a renewal notification. Upon the Division's receipt of a properly completed renewal application and \$150.00 application fee, it will issue a renewal certificate. In addition, representatives from the Division may conduct periodic visits and/or request additional information to monitor and evaluate the continued equal employment opportunity compliance of your company or firm. Moreover, the Division may provide your company or firm with technical assistance, as required. Please be sure to notify the Division immediately if your company's federal identification number, name or address changes.

If you have any questions, please call (609) 292-5473 and a representative will be available to assist you.

Enclosure(s) (AA-01 Rev. 11/11)

OMNIA PARTNERS EXHIBITS
EXHIBIT G- NEW JERSEY BUSINESS COMPLIANCE

Doc #4, continued **C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM**
Contractor Instructions

Business entities (contractors) receiving contracts from a public agency that are NOT awarded pursuant to a “fair and open” process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

- any State, county, or municipal committee of a political party
- any legislative leadership committee*
- any continuing political committee (a.k.a., political action committee)
- any candidate committee of a candidate for, or holder of, an elective office:
 - of the public entity awarding the contract
 - of that county in which that public entity is located
 - of another public entity within that county
 - or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county

The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

- individuals with an “interest” ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
- all principals, partners, officers, or directors of the business entity or their spouses
- any subsidiaries directly or indirectly controlled by the business entity
- IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs).

When the business entity is a natural person, “a contribution by that person’s spouse or child, residing therewith, shall be deemed to be a contribution by the business entity.” [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure.

Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report.

The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor’s responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement.

The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor’s submission and is disclosable to the public under the Open Public Records Act.

The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law. **NOTE: This section does not apply to Board of Education contracts.**

* N.J.S.A. 19:44A-3(s): “The term “legislative leadership committee” means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures.”

OMNIA PARTNERS EXHIBITS
EXHIBIT G- NEW JERSEY BUSINESS COMPLIANCE

DOC #5

STOCKHOLDER DISCLOSURE CERTIFICATION

Name of Business:

I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

Partnership Corporation Sole Proprietorship

Limited Partnership Limited Liability Corporation Limited Liability Partnership

Subchapter S Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name: Fifth Third Bancorp and its subsidiaries	Name:
Home Address: Fifth Third Center, Cincinnati, OH 45263	Home Address:
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:

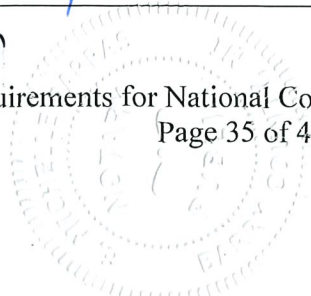
Subscribed and sworn before me this 19th day of August, 2019.

(Notary Public) E. Michelle Pappas

My Commission expires: 8/27/2024

Christopher R. Brown
(Affiant)
Manager Pricing + Contracts
(Print name & title of affiant)
(Corporate Seal)

E. Michelle Pappas, Notary Public
State of Michigan, County of Barry
My Commission Expires 8/27/2024
Acting in the County of Kent



OMNIA PARTNERS EXHIBITS
EXHIBIT G- NEW JERSEY BUSINESS COMPLIANCE

DOC #6

Certification of Non-Involvement in Prohibited Activities in Iran

Pursuant to N.J.S.A. 52:32-58, Offerors must certify that neither the Offeror, nor any of its parents, subsidiaries, and/or affiliates (as defined in N.J.S.A. 52:32 – 56(e) (3)), is listed on the Department of the Treasury’s List of Persons or Entities Engaging in Prohibited Investment Activities in Iran and that neither is involved in any of the investment activities set forth in N.J.S.A. 52:32 – 56(f).

Offerors wishing to do business in New Jersey through this contract must fill out the Certification of Non-Involvement in Prohibited Activities in Iran here:

http://www.state.nj.us/humanservices/dfd/info/standard/fdc/disclosure_investmentact.pdf.

Offerors should submit the above form completed with their proposal.

STATE OF NEW JERSEY -- DIVISION OF PURCHASE AND PROPERTY
DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN

Quote Number: _____

Bidder/Offeror: Steelcase Inc.

PART 1: CERTIFICATION

BIDDERS MUST COMPLETE PART 1 BY CHECKING EITHER BOX.

FAILURE TO CHECK ONE OF THE BOXES WILL RENDER THE PROPOSAL NON-RESPONSIVE.

Pursuant to Public Law 2012, c. 25, any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must complete the certification below to attest, under penalty of perjury, that neither the person or entity, nor any of its parents, subsidiaries, or affiliates, is identified on the Department of Treasury's Chapter 25 list as a person or entity engaging in investment activities in Iran. The Chapter 25 list is found on the Division's website at <http://www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf>. Bidders must review this list prior to completing the below certification. **Failure to complete the certification will render a bidder's proposal non-responsive.** If the Director finds a person or entity to be in violation of law, s/he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party

PLEASE CHECK THE APPROPRIATE BOX:

I certify, pursuant to Public Law 2012, c. 25, that neither the bidder listed above nor any of the bidder's parents, subsidiaries, or affiliates is listed on the N.J. Department of the Treasury's list of entities determined to be engaged in prohibited activities in Iran pursuant to P.L. 2012, c. 25 ("Chapter 25 List"). I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. **I will skip Part 2 and sign and complete the Certification below.**

OR

I am unable to certify as above because the bidder and/or one or more of its parents, subsidiaries, or affiliates is listed on the Department's Chapter 25 list. I will provide a detailed, accurate and precise description of the activities in Part 2 below and sign and complete the Certification below. Failure to provide such will result in the proposal being rendered as non-responsive and appropriate penalties, fines and/or sanctions will be assessed as provided by law.

PART 2: PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN

You must provide a detailed, accurate and precise description of the activities of the bidding person/entity, or one of its parents, subsidiaries or affiliates, engaging in the investment activities in Iran outlined above by completing the boxes below.

EACH BOX WILL PROMPT YOU TO PROVIDE INFORMATION RELATIVE TO THE ABOVE QUESTIONS. PLEASE PROVIDE THOROUGH ANSWERS TO EACH QUESTION. IF YOU NEED TO MAKE ADDITIONAL ENTRIES, CLICK THE "ADD AN ADDITIONAL ACTIVITIES ENTRY" BUTTON.

Name _____ Relationship to Bidder/Offeror _____

Description of Activities _____

Duration of Engagement _____ Anticipated Cessation Date _____

Bidder/Offeror Contact Name _____ Contact Phone Number _____

ADD AN ADDITIONAL ACTIVITIES ENTRY

Certification: I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I attest that I am authorized to execute this certification on behalf of the above-referenced person or entity. I acknowledge that the State of New Jersey is relying on the information contained herein and thereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of any contracts with the State to notify the State in writing of any changes to the answers of information contained herein. I acknowledge that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreement(s) with the State of New Jersey and that the State at its option may declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print): Christopher R. Brown

Signature: _____

Title: Manager, Pricing & Contracts

Date: August 19, 2019

OMNIA PARTNERS EXHIBITS
EXHIBIT G- NEW JERSEY BUSINESS COMPLIANCE

DOC #7

NEW JERSEY BUSINESS REGISTRATION CERTIFICATE
(N.J.S.A. 52:32-44)

Offerors wishing to do business in New Jersey must submit their State Division of Revenue issued Business Registration Certificate with their proposal here. Failure to do so will disqualify the Offeror from offering products or services in New Jersey through any resulting contract.

<http://www.state.nj.us/treasury/revenue/forms/njreg.pdf>



STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE

Taxpayer Name: STEELCASE INC.
Trade Name:
Address: 901 44TH STREET CH3820
GRAND RAPIDS, MI 49508-7575
Certificate Number: 0092563
Effective Date: July 01, 1966
Date of Issuance: August 14, 2019

For Office Use Only:
20190814104615130

Product Category	NATIONAL PROGRAM - Manufacturer Discount off List Note: A Proposer may also note exceptions to service rates and/or product discounts (e.g. increased labor rate or adjusted discount % for states that are not within the continental U.S.).						
		Tier 1 \$0-50K list		Tier 2 \$50-\$150K list		Tier 3 >\$150K list	
	Product line	Drop Ship	Delivered & Installed	Drop Ship	Delivered & Installed	Drop Ship	Delivered & Installed
Systems Furniture	Avenir	58.00%	54.00%	62.00%	58.00%	Neg	Neg
	Kick	58.00%	54.00%	62.00%	58.00%	Neg	Neg
	Montage	58.00%	54.00%	62.00%	58.00%	Neg	Neg
	TS Worksurfaces	59.50%	55.50%	62.00%	58.00%	Neg	Neg
	Answer	58.00%	54.00%	63.03%	59.03%	Neg	Neg
	Universal Systems Worksurfaces	58.00%	54.00%	63.03%	59.03%	Neg	Neg
	Universal Systems Wksfs WOOD	58.00%	54.00%	63.03%	59.03%	Neg	Neg
Freestanding Furniture	Kick Freestanding Casegoods	58.00%	54.00%	62.00%	58.00%	Neg	Neg
	c:scape	46.00%	42.00%	51.23%	47.23%	Neg	Neg
	Elective Elements	54.04%	50.04%	57.93%	53.93%	Neg	Neg
	Currency	54.00%	50.00%	57.00%	53.00%	Neg	Neg
	Payback	54.00%	50.00%	57.00%	53.00%	Neg	Neg
	Ainsley	45.00%	41.00%	47.00%	43.00%	Neg	Neg
	Davenport	45.00%	41.00%	47.00%	43.00%	Neg	Neg
	Folio	45.00%	41.00%	47.00%	43.00%	Neg	Neg
	Opus	45.00%	41.00%	47.00%	43.00%	Neg	Neg
	Park	45.00%	41.00%	47.00%	43.00%	Neg	Neg
	Senza	45.00%	41.00%	47.00%	43.00%	Neg	Neg
	Sonata	45.00%	41.00%	47.00%	43.00%	Neg	Neg
	Sync	45.00%	41.00%	47.00%	43.00%	Neg	Neg
	Waldorf	45.00%	41.00%	47.00%	43.00%	Neg	Neg
	Answer Freestanding Desking	58.00%	54.00%	62.00%	58.00%	Neg	Neg
	B-Free Furniture	46.00%	42.00%	48.00%	44.00%	Neg	Neg
	Frame One	50.50%	46.50%	53.70%	49.70%	Neg	Neg
	Series Benches	49.00%	45.00%	53.75%	49.75%	Neg	Neg
	Answer Beam / Fence	58.00%	54.00%	63.03%	59.03%	Neg	Neg
	Convey	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Mackinac	50.50%	46.50%	55.00%	51.00%	Neg	Neg	
TS Laterals	60.12%	56.12%	62.38%	58.38%	Neg	Neg	

Storage

TS Bins & Shelves	60.12%	56.12%	62.00%	58.00%	Neg	Neg
TS Fixed Pedestals	60.12%	56.12%	62.00%	58.00%	Neg	Neg
TS Mobile Pedestals	60.12%	56.12%	62.00%	58.00%	Neg	Neg
TS Tower Too	60.12%	56.12%	62.00%	58.00%	Neg	Neg
TS Underworksurface Laterals	60.12%	56.12%	62.00%	58.00%	Neg	Neg
Duo Storage for Answer	58.00%	54.00%	63.03%	59.03%	Neg	Neg
Univ ITC/OTC Bins/Shelves	58.00%	54.00%	63.03%	59.03%	Neg	Neg
Universal Pedestals	58.00%	54.00%	63.03%	59.03%	Neg	Neg
TS Large Storage Cabinets	60.12%	56.12%	62.38%	58.38%	Neg	Neg
900 Laterals	57.00%	53.00%	60.00%	56.00%	Neg	Neg
High Density Storage	57.00%	53.00%	60.00%	56.00%	Neg	Neg
Overfile Cabinets	57.00%	53.00%	60.00%	56.00%	Neg	Neg
Universal Bookcases	57.00%	53.00%	60.00%	56.00%	Neg	Neg
Universal Combination Cabinets	57.00%	53.00%	60.00%	56.00%	Neg	Neg
Universal Lateral Files	57.00%	53.00%	60.00%	56.00%	Neg	Neg
Universal Storage Cabinets	57.00%	53.00%	60.00%	56.00%	Neg	Neg
Universal Storage Laminate	57.00%	53.00%	60.00%	56.00%	Neg	Neg
Universal Towers	57.00%	53.00%	60.00%	56.00%	Neg	Neg
Universal Wardrobe Cabinets	57.00%	53.00%	60.00%	56.00%	Neg	Neg
Universal Workstation Verticals	57.00%	53.00%	60.00%	56.00%	Neg	Neg
Universal Storage Acc.	57.00%	53.00%	60.00%	56.00%	Neg	Neg
475 Player	52.00%	48.00%	54.00%	50.00%	Neg	Neg
487 Cachet	52.00%	48.00%	54.00%	50.00%	Neg	Neg
490 Move	52.00%	48.00%	54.00%	50.00%	Neg	Neg
cobi	52.00%	48.00%	54.00%	50.00%	Neg	Neg
i2i	52.00%	48.00%	54.00%	50.00%	Neg	Neg
Gesture	50.00%	46.00%	53.00%	49.00%	Neg	Neg
QiVi	50.00%	46.00%	53.00%	49.00%	Neg	Neg
Siento	51.00%	47.00%	53.00%	49.00%	Neg	Neg
Sawyer	54.00%	50.00%	57.00%	53.00%	Neg	Neg
Carl Hansen Seating	47.01%	43.01%	47.01%	43.01%	Neg	Neg
Coalesse Seating	50.00%	46.00%	50.00%	46.00%	Neg	Neg
Aspekt Series	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Cura Seating	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Empath Recliner Seating	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Leela	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Malibu Seating	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Mineral Recliner Seating	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Mineral Recliner & Sleeper	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Mitra Series	45.00%	41.00%	47.00%	43.00%	Neg	Neg

Seating

Neighbor Seating	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Outlook Empress	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Outlook Hawthorn	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Outlook Jarrah	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Outlook Nikko	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Outlook Sequoia	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Sieste Sleeping	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Sieste Sleeper	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Sorrel Series	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Tava	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Verge Stool	45.00%	41.00%	47.00%	43.00%	Neg	Neg
X-Tenz	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Regard	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Node / Node Health	52.50%	48.50%	54.50%	50.50%	Neg	Neg
Hosu Lounge Seating	47.50%	43.50%	47.50%	43.50%	Neg	Neg
Lagunitas	47.50%	43.50%	47.50%	43.50%	Neg	Neg
Brody Lounge Seating	43.00%	39.00%	45.00%	41.00%	Neg	Neg
Kart Seating	50.00%	46.00%	52.00%	48.00%	Neg	Neg
453 Criterion	58.00%	54.00%	62.00%	58.00%	Neg	Neg
B-Free Seating	46.00%	42.00%	48.00%	44.00%	Neg	Neg
Steelcase Series 1	55.62%	51.62%	57.61%	53.61%	Neg	Neg
Umami	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Surround	45.00%	41.00%	47.00%	43.00%	Neg	Neg
462 Leap	58.75%	54.75%	59.50%	55.50%	Neg	Neg
Amia Seating	54.88%	50.88%	55.75%	51.75%	Neg	Neg
Think Seating	54.88%	50.88%	55.75%	51.75%	Neg	Neg
466 Reply	54.88%	50.88%	56.27%	52.27%	Neg	Neg
464 Leap Work Lounge	47.72%	43.72%	49.38%	45.38%	Neg	Neg
Silq Seating	48.75%	44.75%	52.74%	48.74%	Neg	Neg
Embold	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Wiesner Hager Nooi	47.50%	43.50%	49.70%	45.70%	Neg	Neg
West Elm Conference Chair	48.00%	44.00%	50.50%	46.50%	Neg	Neg
West Elm Guest Chair	48.00%	44.00%	50.50%	46.50%	Neg	Neg
West Elm Lounge Seating	48.00%	44.00%	50.50%	46.50%	Neg	Neg
West Elm Stool	48.00%	44.00%	50.50%	46.50%	Neg	Neg
Airtouch Adjustable Tables	58.00%	54.00%	62.00%	58.00%	Neg	Neg
Groupwork	54.00%	50.00%	57.00%	53.00%	Neg	Neg
Carl Hansen Tables	47.01%	43.01%	47.01%	43.01%	Neg	Neg
Sieste Tables	45.00%	41.00%	47.00%	43.00%	Neg	Neg
Exchange Tables	45.00%	41.00%	47.00%	43.00%	Neg	Neg

Tables	Ology Bench / Desk	47.00%	43.00%	51.95%	47.95%	Neg	Neg
	Migration	52.67%	48.67%	53.50%	49.50%	Neg	Neg
	Adj. Tables - Series 5	49.00%	45.00%	50.00%	46.00%	Neg	Neg
	Akira Tables	50.00%	46.00%	52.00%	48.00%	Neg	Neg
	Runner Tables	50.00%	46.00%	52.00%	48.00%	Neg	Neg
	Mobile Overbed Tables	45.00%	41.00%	47.00%	43.00%	Neg	Neg
	Universal Tables	58.00%	54.00%	63.03%	59.03%	Neg	Neg
	West Elm Occasional Table	48.00%	44.00%	50.50%	46.50%	Neg	Neg
	Verlay	52.50%	48.50%	54.57%	50.57%	Neg	Neg
	Migration SE Desk	52.67%	48.67%	53.50%	49.50%	Neg	Neg
Architectural Elements	Privacy Wall	47.00%	N/A	50.00%	N/A	Neg	N/A
	Architectural Modular Power	52.00%	N/A	54.00%	N/A	Neg	N/A
	Low Profile Floor	52.00%	N/A	54.00%	N/A	Neg	N/A
	QT Pro	52.00%	N/A	54.00%	N/A	Neg	N/A
	VIA	45.50%	N/A	50.00%	N/A	Neg	N/A
	Thread Floor Power System	43.00%	N/A	44.00%	N/A	Neg	N/A
	Pathways Power & Comm	58.00%	54.00%	62.00%	58.00%	Neg	Neg
	Irys	44.38%	N/A	50.00%	N/A	Neg	N/A
	SnapCab	44.38%	N/A	50.00%	N/A	Neg	N/A
	Privacy Wall Lite Scale Glazing	42.50%	N/A	50.00%	N/A	Neg	N/A
	Balance of OrangeBox	42.75%	38.75%	45.00%	41.00%	Neg	Neg
	OrangeBox Air Pods	42.75%	N/A	44.25%	N/A	Neg	N/A
Accessories and Technology Support	Bottomline Task Light	50.00%	46.00%	51.00%	47.00%	Neg	Neg
	LED Personal Task Light	50.00%	46.00%	51.00%	47.00%	Neg	Neg
	LED Shelf Light	50.00%	46.00%	51.00%	47.00%	Neg	Neg
	Underline Task Light	50.00%	46.00%	51.00%	47.00%	Neg	Neg
	Pocket Mobile Cart	45.00%	41.00%	47.00%	43.00%	Neg	Neg
	LED Linear	47.72%	43.72%	51.23%	47.23%	Neg	Neg
	Standard / Utility Lighting	61.00%	57.00%	64.25%	60.25%	Neg	Neg
	FLOS Lighting	-4.37%	-8.37%	0.61%	-3.39%	Neg	Neg
	West Elm Lighting	48.00%	44.00%	50.50%	46.50%	Neg	Neg
Fixed Seating & Higher Education Classroom Furniture	Verb	52.00%	48.00%	55.00%	51.00%	Neg	Neg
	Node / Node Health	52.50%	48.50%	54.50%	50.50%	Neg	Neg
Repair Parts (non warranty) - Discount off List		35.00%					
	RoomWizard 2.0	47.50%	N/A	47.50%	N/A	Neg	N/A

Other	eno Whiteboards / Accessories	51.83%	47.83%	54.27%	50.27%	Neg	Neg
	media:scape / media:scape lounge	44.00%	40.00%	45.00%	41.00%	Neg	Neg
	Balance of Steel	57.00%	53.00%	60.00%	56.00%	Neg	Neg
	Balance of Wood	51.00%	47.00%	53.00%	49.00%	Neg	Neg
	Turnstone Products	54.00%	50.00%	57.00%	53.00%	Neg	Neg
	Balance of Worktools	49.00%	45.00%	49.00%	45.00%	Neg	Neg
	Premium Whiteboard / Infill	49.00%	N/A	52.76%	N/A	Neg	N/A
	FitWork	43.00%	39.00%	45.35%	41.35%	Neg	Neg
	FlexFrame	51.75%	N/A	55.00%	N/A	Neg	N/A
	Balance of Steelcase Health	45.00%	41.00%	47.00%	43.00%	Neg	Neg
	Universal Privacy Screens	48.00%	44.00%	53.61%	49.61%	Neg	Neg
	Flow / Sans	40.00%	N/A	41.00%	N/A	Neg	N/A
	Divisio Screens	47.72%	43.72%	51.23%	47.23%	Neg	Neg
	Mitchell Gold + Bob Williams	13.75%	9.75%	21.95%	17.95%	Neg	Neg
	Universal System Screens	58.00%	54.00%	63.03%	59.03%	Neg	Neg
	Bolia	7.50%	3.50%	10.98%	6.98%	Neg	Neg
	Motif	40.00%	N/A	41.00%	N/A	Neg	N/A
	Extremis	22.50%	18.50%	24.39%	20.39%	Neg	Neg
	Sarto Privacy Screens	48.00%	44.00%	53.61%	49.61%	Neg	Neg
	West Elm	48.00%	44.00%	50.50%	46.50%	Neg	Neg
Flex / Flex HAD	47.00%	43.00%	51.95%	47.95%	Neg	Neg	
OrangeBox	42.75%	38.75%	45.00%	41.00%	Neg	Neg	
Insert additional rows as needed							

Services - Offered by Dealers for additional cost when not included in Customer's chosen Discount package, listed above.	Hourly Rates (NTE)	Comments
Design Services	Negotiable	
Project Management Services	Negotiable	
Asset Management (e.g. Dealer tracks ownership at campus level)	Negotiable	
Demolition (breakdown and removal or repacking of old stock)	Negotiable	
Other - Insert rows as needed		
Storage	Rate per Sq. Ft. (NTE)	Comments

Storage (for anything beyond the mandated 30 days)	Negotiable	
<p>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. taking into consideration the labor activity required for the installation and the local labor regulations. Proposer to state your standard labor rate as a NTE (not to exceed) rate for national program pricing.</p>	Hourly Rates (NTE)	<p>Comments Authorized Steelcase Dealers will quote labor rates on a case-by-case basis based on order size, ship-to address, and other such factors that may affect the labor activity required. This range may vary across regions, and as such, we would like to leave this determination to the applicable local dealer. All labor costs will be quoted to OMNIA/Public Agency prior to service and will be subject to OMNIA's/Public Agency's approval.</p>
Standard Installation Labor	Negotiable	
Services Associated with Discount off List		
<p><u>The price for products purchased shall be those prices shown in the Current price list in effect at the time the purchase order is placed, less the minimum discounts on the items listed above.</u></p>		

1. Drop Ship price includes product delivery to the site, the purchaser is responsible for unloading. Exceptions include Alaska and Hawaii, where additional freight charges apply and will be quoted upon request.
2. Inside Delivery price includes product delivered to the site and unloaded.
3. Delivered & Installed price to include 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.

EXCEPTIONS TO ABOVE DISCOUNTS

- Steelcase Steel Price Lists: New Products, Adjustable Tables - Series 9, Live Map Setup, Pathway Post & Beam System, Smart & Connected Subscription, Southside, Steelcase Workplace Advisor Subscription, Subscription & Services, Sylvi Lounge, Workplace Advisor Hardware, Workplace Advisor Study.
- Coalesse Price Lists: New Products, Arzu.
- Steelcase Wood, Worktools, Turnstone, Health, Orangebox, and West Elm Price Lists: New Products.

OTHER

- Terms and conditions for the delivery and installation of architectural products will be negotiated on a project-by-project basis.
- Orders from more than one Price List may be combined for the purpose of defining Order Size (e.g. Steelcase Steel, Steelcase Wood, and Steelcase Worktools.)
- Due to such factors as limited street and building access, secondary transportation costs, union premiums, special permits, etc., deliveries/installations in major market areas are subject to additional charges.

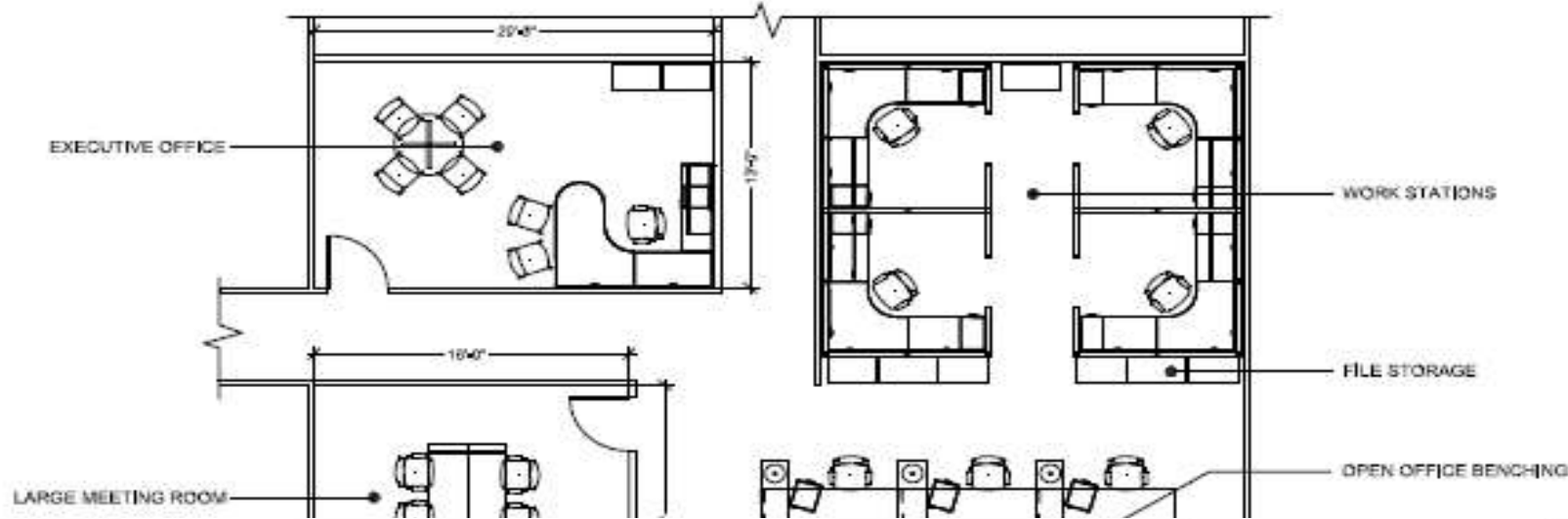
TAB 4 - SAMPLE PROJECT (3 pages - scroll down)

Instructions:
 A Proposer is to examine the needs/drawings and develop a detailed quote for the project; both to include product, basic installation (as defined herein) w/ prevailing wage quoted where appropriate, 4 hours of design services and 40 days of storage (10 days over the 30 days which are a mandated service). Any exceptions to items specified, must be approved by RFP Administrator prior to including and may be cause for disqualification. Items quoted should align with UC Minimum requirements. Exceptions must be noted on a separate document, per RFP instructions.
 For the purpose of this exercise, a Proposer should assume delivery to a UCLA campus building with loading dock and elevator. Installation is on the 2nd floor, during business hours, and with clear access. **A supplier will be asked to upload the final pricing within the Pricing Section of this RFP, along with:**

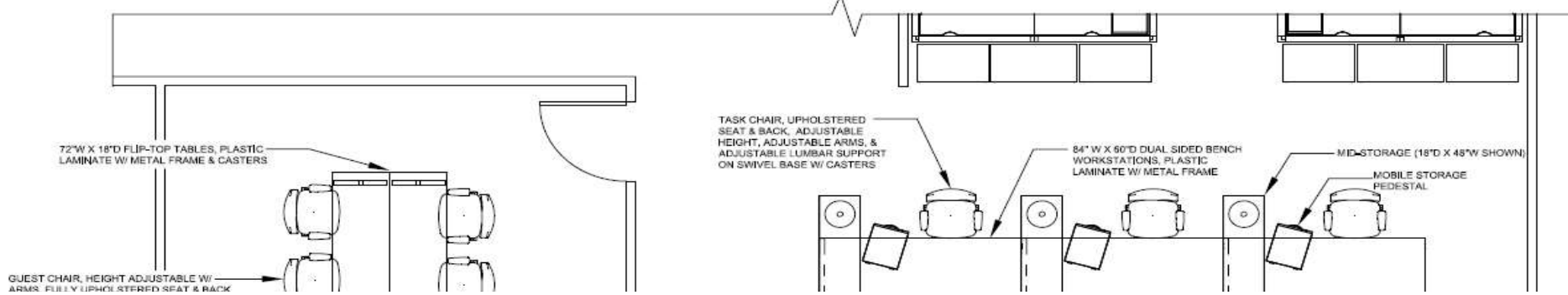
- A detailed quote per requirements of this RFP.



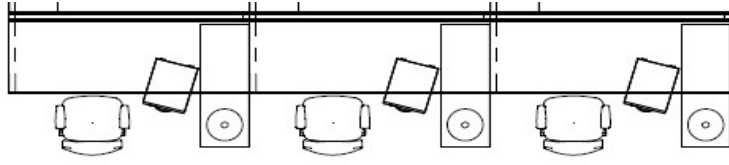
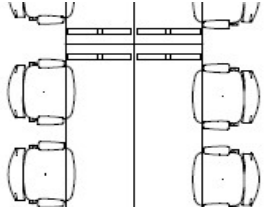
FURNITURE SPECIFICATIONS #



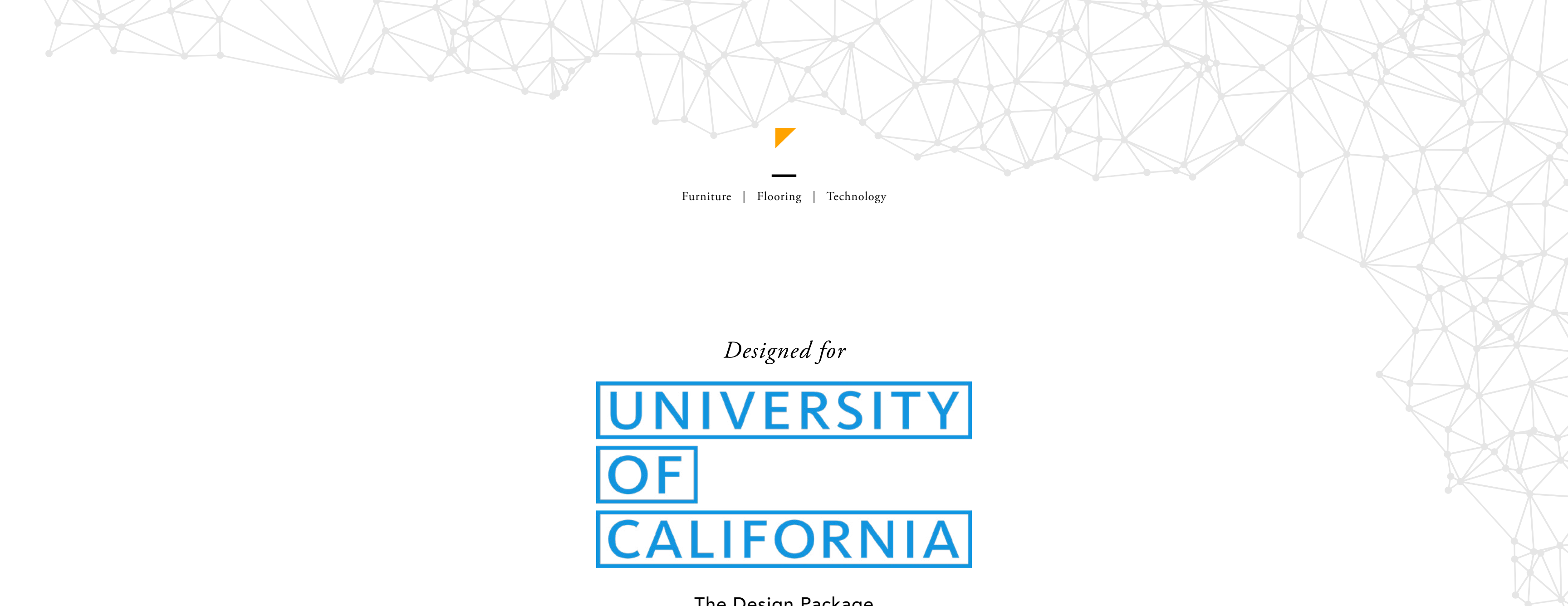
SPECIFICATIONS



4000 FULLY UPRIGHT SEAT & BACK
W/ CASTERS



URE SPECIFI



Furniture | Flooring | Technology

Designed for

**UNIVERSITY
OF
CALIFORNIA**

The Design Package

Point of Contact

Kathryn Le
Steelcase, Strategic Account Manager Higher Education

E: kle@steelcase.com

P: 310.383.1064

Santa Fe Springs
9200 Sorensen Avenue

Newport Beach
1375 Dove Street, Suite 300

Bakersfield
7415 Meany Avenue

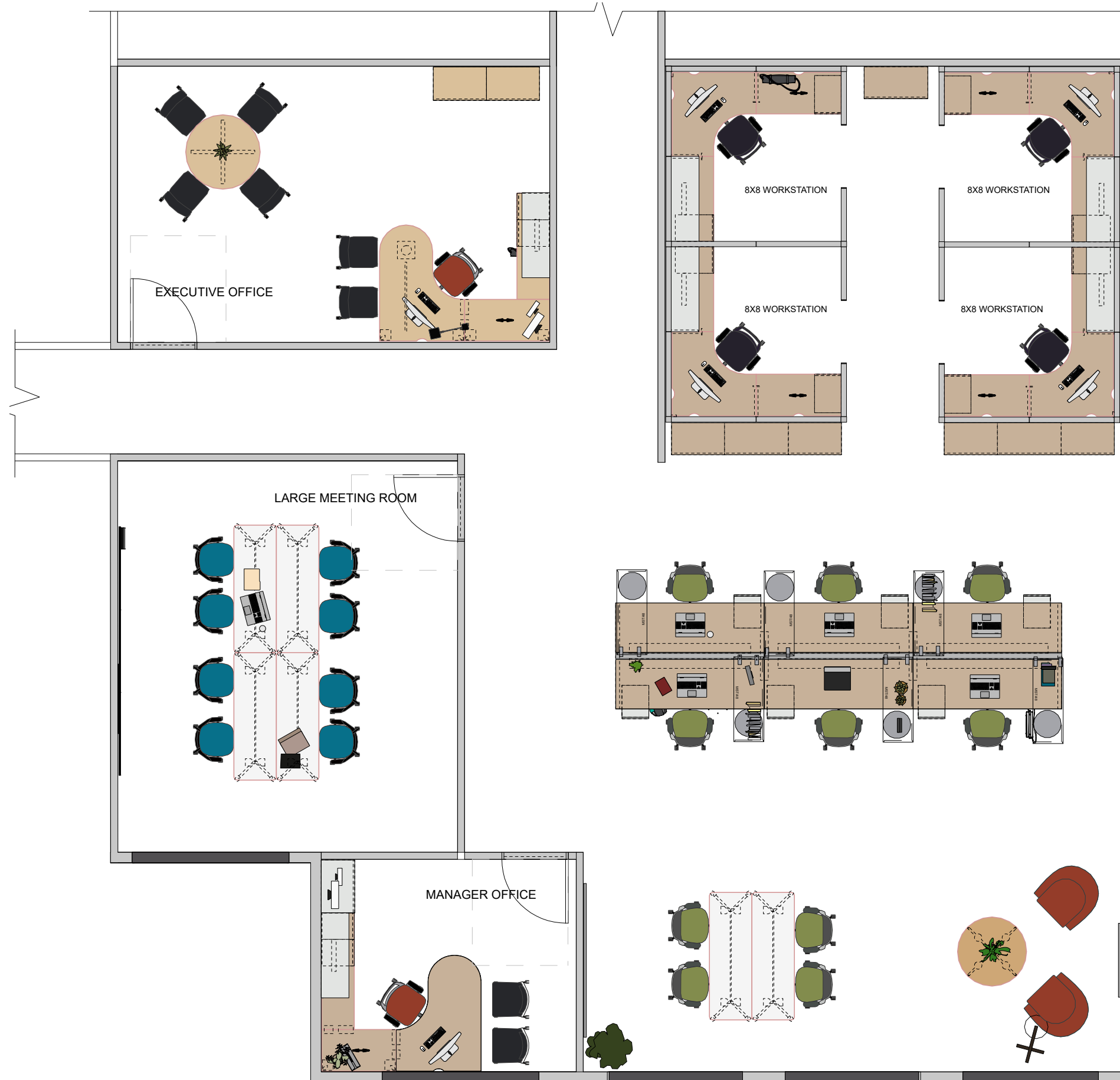
DTLA
527 West 7th Street, Suite 1204

Fresno
677 West Palmdon Drive, Suite 101

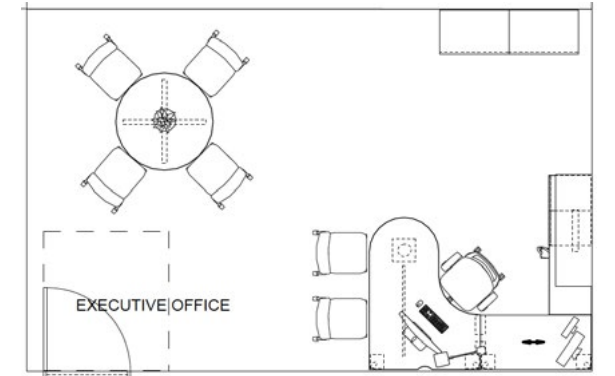
Riverside
1650 Spruce Street, Suite 302

Overall Floor Plan

UC System Sample Project



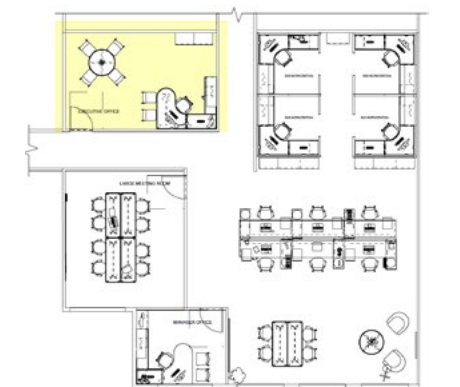
Executive Office



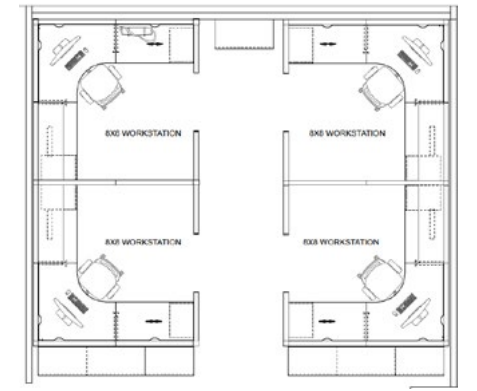
Callouts

1. Universal worksurfaces and storage with wood veneer tops and fronts
2. LED task light
3. Round laminate meeting table (42" dia) with metal base
4. Universal lateral files with wood fronts (4 drawers)
5. Amia Air chair with mesh back and upholstered seat (adjustable arms, height and lumbar)
6. Crew guest chairs with casters, fully upholstered seat and back

Key Plan



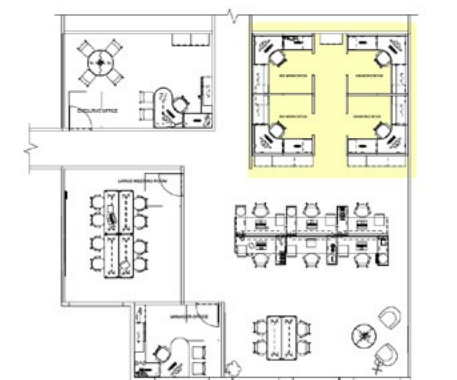
Workstations



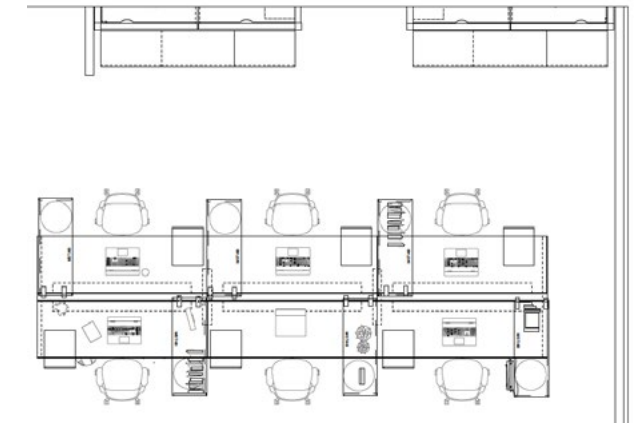
Callouts

1. Answer panel system (66"h)
2. Universal laminate worksurfaces and metal storage
3. LED task light
4. Universal metal lateral files with laminate tops (3 drawers)
5. Amia Air chairs with mesh back and upholstered seat (adjustable arms, height and lumbar)

Key Plan



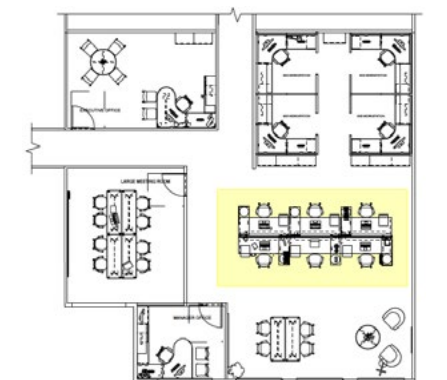
Open Office Benching and File Storage



Callouts

1. Answer panel system (66" h)
2. Universal laminate worksurfaces and metal storage
3. LED task light
4. Universal metal lateral files with laminate tops (3 drawers)
5. Amia Air chairs with mesh back and upholstered seat (adjustable arms, height and lumbar)

Key Plan



Teamwork Table



Callouts

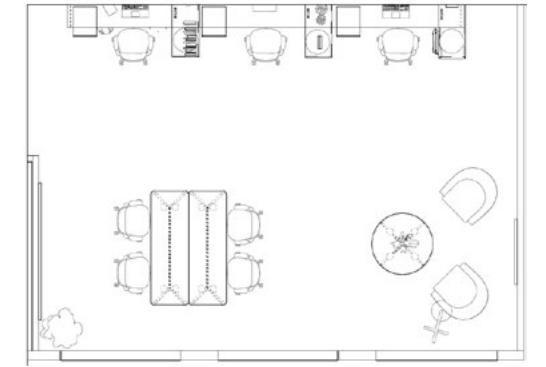
1. Groupwork folding tables with laminate top (18”d x 72”w)
2. Series 1 chairs with mesh back and upholstered seat (adjustable arms and lumbar)

Two-Seat Touchdown Meeting Space

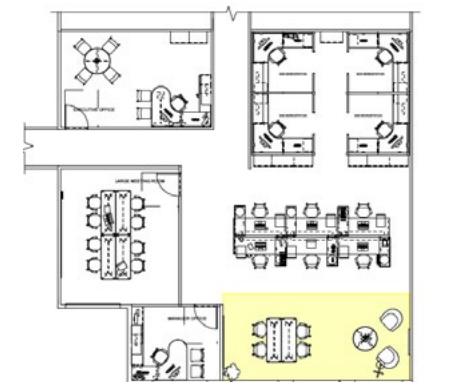


Callouts

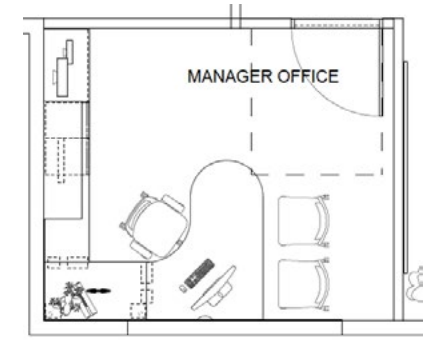
1. Jenny lounge chairs
2. Bassline round coffee table with laminate top and metal base



Key Plan



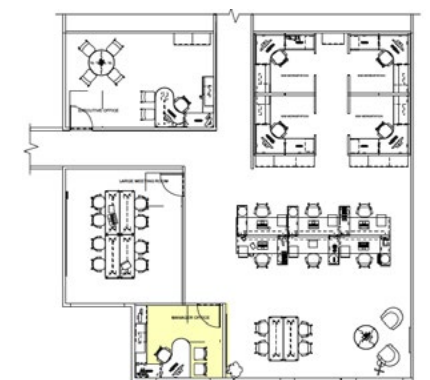
Manager Office



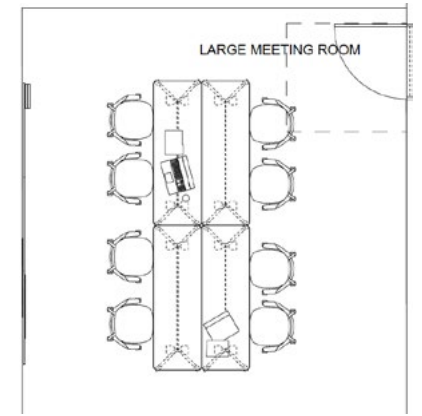
Callouts

1. Universal laminate U-shape desk with metal storage
2. LED task light
3. Amia Air chair with mesh back and upholstered seat (adjustable arms, height and lumbar)
4. Move guest chairs on casters, fully upholstered seat and back

Key Plan



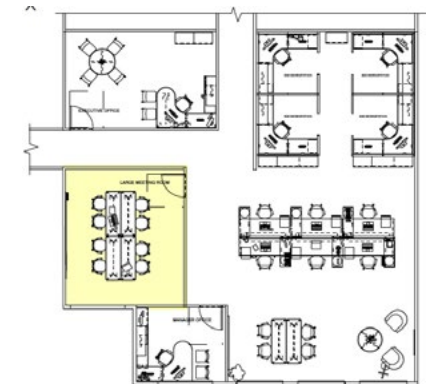
Large Meeting Room

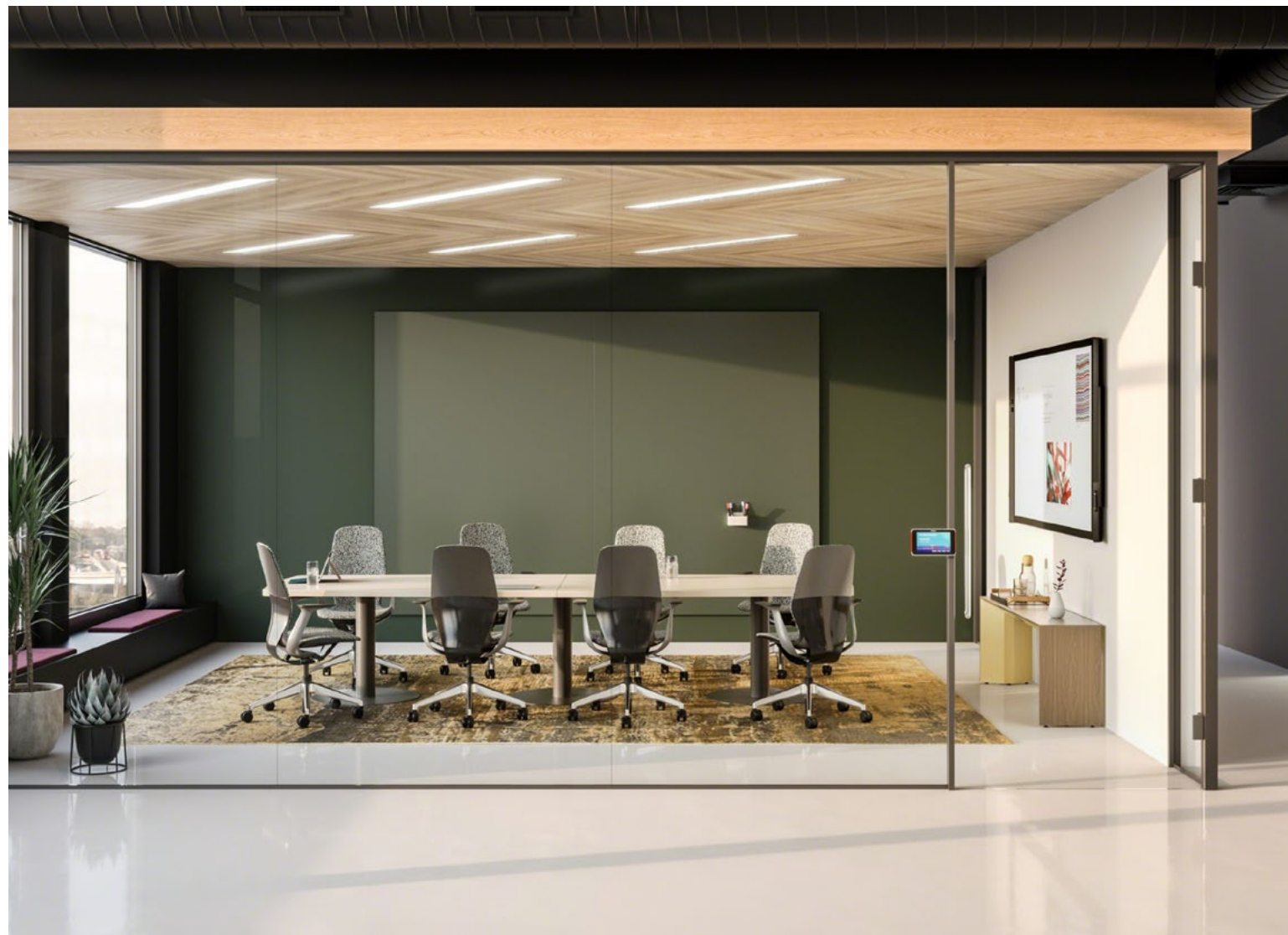


Callouts

1. Groupwork folding tables with laminate top (18"d x 72"w)
2. Cobi chairs with mesh back and upholstered seat

Key Plan





Steelcase Groupwork Table

With clean, purposeful design, Groupwork complements any workplace aesthetic, from conference rooms and training spaces, to cafes and lounges and every space in between.

Meet

WORKING TOGETHER

Meetings like project kick-offs, group reviews, working sessions and status updates are common in every organization. Designed for collaboration, Groupwork goes in any conference setting to support the ways people work together.



Steelcase Groupwork Flip Top

Train

CONTINUED LEARNING AND TRAINING

In thriving organizations, employee growth is essential, which means learning and training are never over. The flexibility and simplicity of Groupwork are ideal for company-wide training experiences in multipurpose settings.



Steelcase **Series 1**

INTUITIVE SUPPORT

Steelcase Series 1 was thoughtfully designed with the performance you've come to expect from Steelcase. With integrated LiveBack® technology, adaptive bolstering and 4D adjustable arms, Steelcase Series 1 delivers dynamic performance without sacrificing attainability.

A RANGE OF AESTHETICS

Steelcase Series 1 offers 11 mix-and-match knit, flexor and lumbar color options, and a wide range of shell and finish options that enable organizations to express their brand in a way that best represents them. Plus, it's available in standard and stool heights with headrest and coat hanger options to support a wide range of tasks and workstyles.



Steelcase **Amia + Amia Air**

Amia is a hardworking, versatile ergonomic office chair that adds an element of sophistication to any workspace.

We believe the only way to provide the best office furniture solutions is to ensure they're the best products for the environment. That's why every step of the way – through design, manufacturing, delivery and product life cycle – we consider the impact of our work on people and on the environment and uncover opportunities to make things better.

Whether it's the conference room, a personal workstation, or the home office, the versatile design of the Amia office chair fits into any work environment.



Steelcase Universal Storage

Universal, our most versatile and extensive storage offering, expands what storage can do, while working seamlessly with a broad range of freestanding and panel systems.

EXPAND WHAT STORAGE CAN DO

Storage should do more than hold files. It should augment your work process: provide easy access to materials, maximize real estate, act as a forum for collaboration, and contribute to a unified workplace aesthetic.

Universal, our most versatile and extensive storage offering, expands what storage can do, while working seamlessly with a broad range of freestanding and panel systems.

MAKE COLLABORATION MORE SPONTANEOUS

Effective storage can make collaboration more spontaneous and productive. Universal lateral files with cushion top welcome guests for impromptu conversations, while also allowing users quick access to their personal possessions. Adjacent Universal lateral files in a team space provide storage for supplies and project artifacts, such as samples and swatches, reducing clutter on the worksurface.

MAXIMIZE YOUR WORK ENVIRONMENT

To save workplace real estate, storage should be integrated in innovative ways and do more than simply hold materials. With its unified design aesthetic, Universal storage elegantly defines the workspace. Lateral files, towers, cabinets, bookcases and bins create boundaries, add visual privacy and effective storage. With a consistent aesthetic and comprehensive storage choices, Universal helps maximize your work environment.



Steelcase Move Chair

Move stackable side chairs are a durable solution available with a variety of options.

As you sit, you move; so Move was designed to adjust and conform to the natural movements of the body. Comfortable and versatile, this lightweight stackable chair offers seating solutions for a wide range of spaces in the workplace.

Pull up a few Move chairs for an impromptu get-together. Or gang together in neat, tidy rows in a presentation area or training room. When everyone's gone, Move chairs conveniently stack 5-high on the floor, or up to 10 on the optional dolly.

With the choice of chair, stool, or perching height stool and a variety of features such as arm rests, caster or glides, Move meets every workspace need.

The Move chair features adaptive bolstering that conforms to the user, providing tailored comfort for each individual. The enhanced inner core system creates ideal seat comfort for a brief duration.



Steelcase Elective Elements

Elective Elements is a freestanding office workstation designed to address the changing workspace requirements in today's private and open-plan office environments.

- A broad range of rich material options: composite wood veneers, glass storage and modesty panels, metal paint finishes and fabrics create an array of aesthetic options
- Elective Elements worksurfaces can be height adjusted (range of 3" in ½" increments)
- Worksurfaces come in a range of top shapes and edge profiles
- Open office storage and layered worksurfaces provide piling surfaces for anticipated work
- One-high lateral files specified with cushion tops maximize space and provide an alternative seating solution.

Elective Elements workstations can be applied in a range of settings:

- Private office freestanding.
- Wall-attached private office.
- Open plan freestanding.
- Open plan panel-attached.
- Application flexibility includes a clean, simple technology interface that allows users to customize their workspace to their individual needs.



Steelcase Crew

Crew office chairs deliver all-day comfort and a high level of performance with simple, intuitive controls, right at your finger tips. Classic and refined, Crew was designed by Brian Kane.

- Stacks 4 high on the floor



Turnstone
Jenny

Ideal for collaboration and impromptu meetings, Jenny Low fuels startup culture by creating comfortable lounge spaces for spontaneous, natural interactions.

- Positions users in true lounge posture.
- Height pairs perfectly with Campfire Skate Table.
- Relaxed seat angle to allow for a deeper sit.
- Updated feet for a lower profile and to encourage lounge posture.
- Delivers a more residential feel to the office.



Turnstone
Bassline Tables

Bassline tables by turnstone bring a unique look to any space. Choose from standard offerings or make a statement by adding your own custom top for a truly one-of-a-kind table.



Steelcase **Cobi Chair**

COLLABORATIVE SEATING

There's no such thing as a quick meeting. We spend more time collaborating today than ever before. Squirming, fatigue, and loss of focus are unavoidable. Let's face it. Working with others requires a completely different set of postures, and thus, a completely different kind of chair. One that helps keep you comfortable and focused in collaborative settings like conference and training rooms.

FLEXIBILITY

Every part of the Cobi office chair was designed to flex and adjust to your body. With its insightful and ergonomic design, the chair's top flexing edge lets you comfortably rest your arm on top of the chair—you know, like you've tried to do on every chair you've ever sat in. The flexing seat encourages you to move and shift, allowing you to sit centered or off to the sides. And the flexing back contours to support any posture your body needs at any given moment.

AUTOMATIC COMFORT

Research says you don't adjust chairs in conference rooms. Maybe up or down, but probably not much more than that.

The Cobi chair offers one manual adjustment (seat height). The rest is taken care of for you by putting you in the best position of comfort. When you first sit in Cobi, it senses your center of gravity and adjusts to the position that will put the least amount of stress on your body, while still keeping you properly oriented and supported. When you shift or move, Cobi does the same.





Steelcase FrameOne

FrameOne benching workstations are designed to enrich varying levels of mobility and collaboration required by workers and workplaces today, offering more customizable options than other bench applications.

The traditional, one-size-fits-all bench desks are ineffective for both workers and organizations. FrameOne offers more customizable options than other bench desk applications, and its modular design adapts easily to maximize real estate and adjust to changing business needs.

- A light, refined aesthetic
- Floating tops
- Recessed legs
- Discreet cable distribution
- Worktools, lighting, power access and privacy screens are all hosted on a convenient integrated rail

Different Workstyles. Different Needs.

Steelcase research revealed that when mobility and collaboration intersect, four user profiles are created for benching solutions.

The design of the FrameOne benching system addresses the needs of various types of office workers including nomads, residents, project teams, and functional groups



Steelcase TS Series Storage

TS Series storage supports the increasingly mobile ways of working with a wide variety of solutions spanning the high performance workplace. The clean, hardworking design adds efficiency and utility which blends with any aesthetic or application.

ORGANIZED + EFFICIENT, EVERYWHERE

TS Series storage supports the increasingly mobile ways of working with a wide variety of solutions spanning the high performance workplace.

FEATURES

- Selection of pedestals, mobile filing, laterals, bins and shelves provide choice when designing workstations.
- Tall wardrobe or cubby lockers accommodate varying needs of mobile workers.
- Lateral files support organizational needs for archival filing or shared storage of team supplies.

MOBILE OPTIONS FOR DYNAMIC ORGANIZATIONS

Support change within the workstation, and give people more flexibility and control over where and how work happens. For organizations which frequently reconfigure, mobile products make it that much easier.

FEATURES

- Slim and small-scale mobile pedestals move storage where it's needed.
- Mobile file centers provide user options for organizing their contents.
- Hinged top pedestals feature a cushion top that opens to provide bag storage and frequently accessed accessories.



Steelcase Answer Panels

Answer modular workstations are designed with built-in flexibility and interconnectivity to meet today's evolving workplace demands.

From open bench applications to more individual private space, the flexibility of Answer modular office workstations provides workers with the balance of both privacy and collaboration.

Answer's consistent design language and wide range of aesthetic options ensure integration into any environment while optimizing real estate.

Answer office workstations can help organizations balance collaboration and privacy, support mobility and optimize real estate.

- Thin trim offers a clean, consistent design. Open base trim provides a lighter scale aesthetic.
- Personal caddy provides quick access to the user's work bag and mobile files.
- FrameOne leg and Universal storage with FrameOne feet offer design consistency.
- Soft edge worksurface eliminates pressure points on wrist and forearms.
- Power and data access door integrates into the worksurface.
- Recessed frameless glass provides a clean design aesthetic and provides access to natural light.

Flexibility Begins With Compatibility.

Answer Freestanding is uniquely designed to help you maximize your real estate, while leveraging Answer in a whole new way. From open plan to private office, Answer Freestanding provides a breadth of applications to support collaborative and focused work, meeting all the needs of your workplace with one kit of parts.



Prevailing Wage General Info

Prevailing wage applies for projects totaling \$1,000 or more funded by public works.

From the DIR website – Public Works as defined in Labor Code 1720:

(1) Construction, alteration, demolition, installation, or repair work done under contract and paid for in whole or in part out of public funds, except work done directly by any public utility company pursuant to order of the Public Utilities Commission or other public authority. For purposes of this paragraph, “construction” includes work performed during the design and preconstruction phases of construction, including, but not limited to, inspection and land surveying work, and work performed during the postconstruction phases of construction, including, but not limited to, all cleanup work at the jobsite. For purposes of this paragraph, “installation” includes, but is not limited to, the assembly and disassembly of freestanding and affixed modular office systems.

“Modular Office Systems” consists of:

- Workstations consisting of components requiring assembly onsite whether affixed to the building or not.
- Private office components requiring assembly onsite whether affixed to the building or not.

A project is defined by the DIR as a single contract or purchase order. Each project is assessed for prevailing wage individually.

Prevailing wage applies to the entire project when any or all of a project consists of “modular office systems”.

Additional Resources:

DIR Website

<https://www.dir.ca.gov/>

Public Works FAQ

<https://www.dir.ca.gov/public-works/publicworkssb854faq.html>



Prevailing Wage Determination (For Buyers)

Before Bid is accepted:

- In all P.O.s, bid, contract documents and when requesting quotes:
 - Notify suppliers of DIR registration requirement
 - Specify that project is subject to compliance monitoring/enforcement by DIR
- Search for a Contractor: <https://efiling.dir.ca.gov/PWCR/Search.action>
 - Do not accept bid, issue P.O., or enter into a contract without proof of supplier's DIR registration
- Require the prime contractor to post job site notices as prescribed by regulation
- Include mandated **language in RFPs**, reflecting requirement that contractor register with DIR in order to be qualified bidder
 - Use Library of Provisions

Determine Prevailing Wage:

- Determine the date** of the prevailing wage determination applicable to the project (*See Prevailing Wage Decision Tree*)
 - For RFP – Date of Advertisement
 - For P.O. – Date of 1st quote received
- OP or campus must make available the prevailing wage schedule upon request
- Determine when Prevailing Wages are required (*See Categories of Public Works and Commodities List*)
 - Dollar threshold
 - Construction (*See Construction or Maintenance Flowchart*)
 - Hauling of refuse
 - Refer to DIR website for assistance
 - Renewable energy projects
 - Public funds
 - Maintenance (*See Construction or Maintenance Flowchart*)
 - Refer to Definitions of Maintenance UC vs. CA Code of Regulations
- New projects:** Submit PWC 100 within five days of award of the work
 - Include project number from PWC 100 prior to PO approval
- Ongoing projects:** Submit PWC 100 promptly after supplier requests
 - Contractors may not electronically submit to DIR payroll records for the project unless UC has filed a PWC 100
- Add Prevailing Wage clause to P.O.

For violations:

- Report a suspected violation to DIR
- Contact Campus point of contact to determine campus- driven investigation



Categories of Public Works

1. Dollar threshold
 - All public works over \$1,000, including maintenance
 - Check Commodities List
2. Construction
 - Assembly and disassembly of office furniture that is *either* affixed or part of a modular system
 - Assembly and installation of modular dorm furniture
 - Laying of carpet done under contract, or under a building lease-maintenance contract
 - Wall attachments
 - Moving services included in a Construction project
 - Work performed during the design and preconstruction phases of Construction, including inspection and land surveying
 - Work performed during the post construction phases of Construction, including job site clean-up
3. Hauling of refuse
 - From a public works site to an outside disposal location
 - Does not include hauling of recyclable materials (e.g. copper, steel, aluminum) that have been separated from jobsite prior to transportation and that are to be sold at fair market value
4. Renewable Energy Projects
 - Done under private contract where the work is performed on UC property in California
 - and-
 - more than 50% of the energy generated will be purchased by UC
 - or-
 - the project is primarily intended to reduce UC's energy costs

Categories of Public Works (cont)

5. Public funds

- Payment of money or its equivalent paid to a contractor or developer, including
- Transfer by UC of an asset of value for less than fair market value
- Money loaned or other obligations reduced, charged at less than fair market value, waived, or forgiven by UC
- Credits applied by UC against repayment obligations to UC
- Self-supporting departments where revenue is not derived from state funds, for example:
 - Housing and dining
 - Transportation
 - Parking
 - Auxiliary business services (bookstore)

6. Maintenance

- Maintenance done under contract and paid for in whole or part with public funds

Definitions:

UC	CA Code of Regulations
<ul style="list-style-type: none">• Upkeep and preservation of buildings, equipment, roads, grounds, and utilities to maintain a Facility in a condition that supports the University's mission	<ul style="list-style-type: none">• Routine work for preservation of any publicly owned or operated facility for which it has been designed, improved, constructed, altered or repaired

STEELCASE LIMITED LIFETIME WARRANTY for Americas

YOU CAN DEPEND ON US. OUR PRODUCTS. OUR SERVICES. OUR PEOPLE.

Steelcase Inc. (“Steelcase”) warrants that Steelcase®, Coalesse®, and Turnstone® brand products (collectively, “Steelcase Branded Products”) are free from defects in materials and workmanship for the **life of the product, except as set forth below**. This warranty applies to Steelcase Branded Products delivered in Americas: United States, Canada, Mexico, Latin America and the Caribbean. The warranty is valid from the date of delivery, regardless of shift usage, to the original End User and is non-transferable. Steelcase will repair or replace with comparable product, at its option and free of charge (for materials and components) any product, part or component which fails under normal use. If repair or replacement is not commercially practicable, Steelcase will provide a refund or credit for the affected product. End User means the final purchaser acquiring a product from Steelcase or a Steelcase Authorized Reseller for the purchaser’s own use and not for resale, remarketing or distribution.

EXCEPTIONS TO THE LIFETIME COVERAGE

SYSTEMS, STORAGE, DESKS, TABLES AND BENCHING

12 years

Airtouch®, Elective Elements®, Migration™, Ology™, and Walkstation® height-adjustable mechanisms and electronics, modular power, Post and Beam textile in-fills, mechanisms, casters and glides, lighting fixtures, Coalesse steel legs, steel bases, and door hinges; OttimaEco Bench, Implicit®, and VolumArt

5 years

Architectural doors, office systems doors, Series 3, Series 5 and Sync™ height adjustable mechanisms and electronics, Elective Elements soft-close drawer slide, urethane edge treatments, Steelcase Health overbed tables, lighting power supplies, ballasts and LED lighting components, Coalesse Flip Top™ mechanisms, Coalesse occasional table frames

3 years

V.I.A.® electric hinge, IRYS pod, Campfire™ footrest, Walkstation treadmill parts and wear items (1 year service and labor), Coalesse electrical desktop, table top and rail mounted that houses power and/or data, and/or USB, Coalesse Free Stand mechanism and tablet, Coalesse SW_1® table tablet including slide mechanism, exposed wood legs

SEATING

12 years

Mechanisms, pneumatic cylinders, arm caps, foam, casters and glides, Max-Stacker® III, wood frame side chairs, tablet arms, Node™ and Shortcut® personal worksurface, Steelcase Health recliner components and optional accessories other than internal structure, Surround sleep surface bracket, Coalesse lounge wood, bent-ply or steel frames

5 years

Steelcase Health recliner, sleep and central locking and trendelenburg mechanisms and associated levers and pedals, Steelcase Health heat and massage units, Brody fabric on footrest, Coalesse stacking chairs and dollies, Coalesse Lox™ foot stool ring

3 years

Coalesse exposed wood frames and wood legs, Lagunitas™ articulating back, SW_1 lounge tablet

INTERACTIVE AND ACOUSTIC SOLUTIONS

5 years

Qt™ PRO Emitters, Control Modules and Qt Room Control

3 years

media:scape® technology components; RoomWizard™

1 year

Certified refurbished RoomWizard, Workplace Advisor sensors and gateway (excluding subscription)

BOARDS AND EASELS

12 years

Verb™ teaching lectern and plastic components

5 years

Premium tackboards

3 years

Huddleboard™, Answer® markerboard surfaces, Coalesse Exponents™ markerboard surfaces, Clipper™

WORKTOOLS

12 years

Keyboard mechanisms, flat panel monitor arms, lighting fixtures, vertical cable carrier

5 years

Articulating and adjustable arms, lighting power supplies, ballasts and LED lighting components; launch pad power components

3 years

Personal caddy pad, Kybun®, Executive office tools, palm rests, Power Pincher®, USB charging station

SURFACES

12 years

Laminate, wood veneer and solid surface, all standard vertical surface textiles (except Cogent™: Geode and Sprite) and the following seating textiles: Billiard Multi-Use by Designtex®, Buzz2, Chainmail; Cogent:Connect, and Cogent:Trails, Imperma, New Black, Playground, Texel, Stand In, Seating vinyl, Connect 3D, 3D Knit, 3D Microknit, Jersey® Mesh, QiVi® Net, Reply® Air Mesh, Elmorustical, Elmosoft, and Elmotique Leather, Steelcase Leather, I-Skin

5 years

Bo Peep, Brisa, Cogent: Geode Vertical, CuraNet™; Gaja-Cradle to Cradle™, Jacks, Link™, Nitelights, Redeem, Remix, Retrieve; Sprite, Spyder, Steelcut Trio, glass surfaces, paint colorfastness, Steelcase Health wood finish, Surround Sleep surface fabric

3 years

RTF Steelcase Health casegoods, vinyl wrapped surfaces and acrylic, Coalesse glass, granite, Corian®, Fusion top surfaces, Bix™ projection mesh screen, translucent corner table screen and side table top; Coalesse SW_1 and Lagunitas knit, Hexa, LessThanFive® carbon fiber chair

Steelcase Limited Lifetime Warranty for Americas

WARRANTY DOES NOT APPLY TO PRODUCT DEFECTS, DAMAGE, FAILURE OR LOSS RESULTING FROM:

- Normal wear and tear.
- Failure to apply, install, reconfigure, or maintain products according to published Steelcase or manufacturer instructions and guidelines.
- Abuse, misuse, or accident (including, without limitation, use of product in unsuitable environments or conditions).
- Alteration or modification of the product.
- The substitution of any unauthorized non-Steelcase components for use in the place of Steelcase components in an integrated product solution, including but not limited to worksurfaces, leg supports, panels, brackets, shelves, overhead bins and other integral components.

WARRANTY DOES NOT COVER:

- Products considered by Steelcase to be consumables; (e.g., batteries, bulbs/lamps).
- Variations occurring in surface materials (e.g., colorfastness (except paint), matching grains, textures and colors across dissimilar substrates and lots), and natural aging found in materials such as wood and leather.
 - Planked Veneer intentional and natural variations that includes, but not limited to: character marks, grain pattern, color and natural color aging.
- Select Surfaces, Steelcase Health Graded-In, Coalesse Graded-in, Custom Surfaces, Coalesse Customer's Own Material (COM), and Open Line Laminate are not covered, except as warranted by the original supplier, for material properties including, but not limited to, quality, aging, colorfastness, shade variations, puddling, wrinkling or abrasions.
- Other manufacturers' products (Steelcase shall pass along any warranty it receives with respect to other manufacturers' branded products, including Bolia, EMU, Carl Hansen, FLOS, and Mitchell Gold + Bob Williams).

WARRANTY PROVIDES EXCLUSIVE REMEDIES:

- Pursuant to this limited warranty, if a product fails under ordinary use as a result of a defect in materials or workmanship, Steelcase will (i) repair or, at Steelcase's option, replace the affected product at no charge, with a new or refurbished product of comparable function, performance and quality or (ii) refund or credit of the purchase price for the affected product, at Steelcase's discretion, if Steelcase determines that repair or replacement is not commercially practicable or cannot be timely made.
 - A product "defect" means an inadequacy in the materials or workmanship of the product that (i) existed at the time when you received the product from Steelcase or a Steelcase Authorized Reseller and (ii) causes a failure of the product to perform under ordinary use in accordance with the materials and documentation accompanying the product.
 - An "ordinary use" means use of the product (i) in conformance with all applicable local, state or federal laws, codes and regulations (including without limitation building and/or electrical codes) and (ii) in accordance with manufacturer recommendations and/or instructions in the materials and documentation accompanying the product.
 - A "Steelcase Authorized Reseller" means any dealer that (i) is duly authorized by Steelcase to sell the product, (ii) is legally permitted to conduct business in the jurisdiction where the product is sold, and (iii) sells the product new and in its original packaging.
- Replacement parts are covered for 2 years or the balance of the original warranty, whichever is longer.

Steelcase reserves the right to request that the damaged product be returned prior to granting a remedy.

THIS LIMITED WARRANTY IS THE SOLE REMEDY FOR PRODUCT DEFECT AND NO OTHER EXPRESS OR IMPLIED WARRANTY IS PROVIDED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. STEELCASE SHALL NOT BE LIABLE FOR ANY CONSEQUENTIAL, INDIRECT, SPECIAL, PUNITIVE OR INCIDENTAL DAMAGES.

Questionnaire Level - Supplier Summary

Questionnaire Name	Supplier Name	Total Questionnaire Score	My Score	Total Questions	Questionnaire Coverage	QuestionCoverage %
Program Pricing Responses	Steelcase Inc.	-	-	3	3	100
Company Profiles_General Capabilities	Steelcase Inc.	-	-	26	26	100
Pricing Terms and Product	Steelcase Inc.	-	-	5	5	100
Services	Steelcase Inc.	-	-	19	19	100
Sustainability	Steelcase Inc.	-	-	14	14	100

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Questionnaire Name: *	Program Pricing Responses
Questionnaire Description:	Attachment #2 - Pricing

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTION!
	1	<p>* Attachment 2 Upload -Proposer is instructed to complete Tabs 1 through 3 of Attachment #2 - Pricing - Product and Service (provided in Attachments Section) and upload here . If needed, you may provide comment.</p>	50.00%	<p>Steelcase Inc.</p> <p>Attachment 2, "Steelcase Office Furniture RFP_Program Pricing Response_Q1_Attach_2" has been uploaded to the CalUSource site. The attachment includes National Program Product Pricing, UC Product & Services Pricing, and the UC Product Cost Matrix (UC Market Basket), which reflect our proposal for the National and UC-specific Furniture programs.</p> <p>The "UC Discount_Service Pricing" tab reflects our proposed pricing structure for the UC-specific program. We have taken the entire potential value of the business relationship with UC into account in utilizing a "Dollar-One" (single-tier) pricing structure in our existing contracts with the University. Our sales information indicates that 80% of University Purchase Orders are under \$2500. With Steelcase's experience and understanding of the purchasing habits of the University customers, we feel that a deeply discounted Dollar-One pricing model provides the best overall value to UC. For projects that are considered "Very Large" (in our current proposal, those projects that are in excess of \$350,000 NET SELL), we offer additional discounting based on product mix and overall project size. Over the past 5 years, our negotiated project pricing has proven to be the low bid when campuses have solicited competitive pricing from other providers. The approach of supporting customized quotes based on volume and product mix allows us the most competitive pricing based on the specific project requirements. This pricing/discounting approach has proven to be extremely competitive across projects of all sizes throughout the University system over the past 18 years.</p> <p>The "Ntl Discount Service Pricing" tab reflects our proposed pricing structure for a National Omnia program. We have presented the proposed pricing with a simple tier structure that provides for additional negotiated pricing for orders over \$150K LIST. Steelcase Dealers will</p>

-	2	<p>Sample Project Quote - Proposer shall produce a quote for the Sample Project, as outlined in Attachment #2 - Pricing - Product and Service, Tab 4, per instructions and parameters provided and showing appropriate breakouts for labor, etc., as detailed within the RFP. Proposer should then supply narrative concerning the quote.</p>	50.00%	-	<p>The "Sample Project Quote" is attached, reflecting the project and application information supplied in the RFP documents. Steelcase has applied our products and services to meet the specification and conditions noted in the instructions. The project is separated into 2 separate quotes to best reflect the portion of the project that are subject to Prevailing Wage (modular furniture) and the portion of the project that can be delivered and installed according to the "Simple Installation" service level (tables and chairs). This quotation method is used to reduce the instance of applying Prevailing Wage service pricing on portions of the project that are not subject to Prevailing Wage.</p> <p>In addition to the project "Quotation", we have included a typical "design package" document, which we have found to help clients and end users better understand the solution that is represented in the Quotation. Using product application renderings, photos, finishes, and product descriptions, we present the user with high-quality representations of the project to add to the information provided at time of quotation. Steelcase Office Furniture RFP_Program Pricing_Q2_Sample Project Quote.pdf;Steelcase Office Furniture RFP_Program Pricing_Q2_Design Package.pdf</p>
-	3	<p>* Sample Project Invoice - Proposer shall produce an invoice for the Sample Project, as outlined in Attachment #2 - Pricing - Product and Service, Tab 4, per instructions and parameters</p>	0.00%	-	<p>The "Sample Project Invoice" is attached, reflecting the project and application information supplied in the RFP documents. Steelcase has applied our products and services to meet the specification and conditions noted in the instructions. Steelcase dealers utilize the same Hedberg business system to generate quotations, orders, and invoices – ensuring that the project information is accurate all the way through the project process. Steelcase Office Furniture RFP_Pricing Program_Q2_Sample Project Invoice.pdf</p>

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Questionnaire Name: *	Company Profiles/General Capabilities
Questionnaire Description:	Company structure, qualifications, and capabilities

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Steelcase Inc.
-	1	Company Profile - Provide an introduction and company description	3.00%	-	<p>Founded in 1912 as the Metal Office Furniture Company in Grand Rapids, Michigan, Steelcase is over 107 years old. Our innovation legacy began in 1941 with the introduction of the first office chair. Steelcase's Account Manager, will be the primary person responsible for the relationship with UCOP. For the Steelcase employees serving the UCOP account have been interviewed and evaluated based on their past work history and background. In the State of California, a total of five Steelcase dealers serve your organization. Each Steelcase dealer is a Steelcase partner committed to their university of California an industry-leading depth and breadth of in-house knowledge, products and every Steelcase subcontractor, dealer, and partner are thoroughly vetted and evaluated to ensure alignment and market viability. Subcontractors Steelcase can provide the broadest selection of line to satisfy the UCOP furniture needs in the 5 specific categories of Systems, Freestanding As a global company, Steelcase has manufacturing locations around the world. In North America our manufacturing facilities are located in Athens, Executive Leadership and Centers of Excellence is committed to the importance of an effective global Business Continuity Program (BCP). Our BCP Steelcase will coordinate the implementation of the Furniture Program at all UC campuses. This will include engaging with the furniture work teams, strategic sourcing organizations, and</p>
-	2	Staffing and Qualifications - Indicate the number of employees	3.00%	-	
-	3	- Describe employee hiring procedure/network	3.00%	-	
-	4	Utilizing Attachment 1 - Product Contract work - Describe any plan to subcontract portion of the work	6.00%	-	
-	5	work - Describe any plan to subcontract portion of the work	2.75%	-	
-	6	Subcontractors/Suppliers - Please detail requirements and	2.75%	-	
-	7	Categories - Manufacturer must demonstrate	8.00%	-	
-	8	Locations - Please provide the location(s) of your	2.75%	-	
-	9	What systems does your company have in place to handle	2.75%	-	
-	10	Implementation Plan -A Proposer is required to provide	2.75%	-	

-	11	Higher Ed Project References - Please detail 2 large references which	2.75%	-	-	Project Reference 1: UCSD Torrey Pines Center. In the fall of 2017, the UCSD IPPS team approached Steelcase and bkm to understand their options for
-	12	References - The Proposer should	2.75%	-	-	Steelcase is a strategic supplier to Kaiser Permanente, providing furniture and services to their facilities throughout California, Oregon
-	13	Capabilities 1- Are you currently	2.75%	-	-	Steelcase is fully eCommerce ready and is actively conducting online transactions with all campus locations.
-	14	Current Capabilities- Noting this	7.00%	-	-	Steelcase and our dealer partners currently offer punchout requisitioning (OCI and cXML standards), XML based electronic purchase orders
-	15	Capabilities - Please detail your or your	3.00%	-	-	document. Currently, most campuses—but not all—are taking advantage of these documents.
-	16	Platforms - Please specify which	3.00%	-	-	to date we have integrated our platform with customers using Ariba, BuySpeed, eMars, Infor (Lawson), CGI Advantage, Coupa, Exostar, Jaggaer,
-	17	Platform Responsibility- Is	3.00%	-	-	dealer partners with a single enablement for each campus. Steelcase is responsible for the software
-	18	Quote Retrieval Functionality: A	4.00%	-	-	using an integrated punchout site to populate requisitions with quote content (with
-	19	Configurable Items- Does your platform	4.00%	-	-	identifiers, descriptions, options and finishes choices customized to the campus needs. As the
-	20	Sustainability Flag- Does your platform	4.00%	-	-	by the University when the product meets University sustainability requirements.
-	21	Are you, through your primary	4.00%	-	-	charges for furniture services in any manner that the campus requests as a standard practice. Over
-	22	Please specify ALL of the payment	3.00%	-	-	currently supporting payments made through check, ACH, Ghost/P-Card, and Payment Plus
-	23	PROGRAM Exhibit A – Response for	18.00%	-	-	Steelcase Office Furniture RFP D&B Report.pdf ; Steelcase Office Furniture RFP_Q23_Exhibit A.pdf

-	24	NATIONAL PROGRAM - Exhibit F - Federal Funds	0.00%		Steelcase Office Furniture RFP_Omnia Partners - Exhibit F Federal Funds Certifications.pdf
-	25	NATIONAL PROGRAM Exhibit G - New Jersey Business	0.00%		Steelcase Office Furniture RFP Exhibit G Doc#3 Stockholder Disclosure Form.pdf ; Steelcase Office Furniture RFP Exhibit G Doc#4 Political
-	26	NATIONAL PROGRAM Breadth of Product - Utilizing input from	2.00%	-	Steelcase can provide an Enrolment Statement online to satisfy a National Furniture Program in the 5 specific categories of Systems, Freestanding Furniture, Storage, Seating, and Tables. Steelcase

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Questionnaire Name: *	Pricing Terms and Product
Questionnaire Description:	Breadth of product, warranty, and discounts

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Steelcase Inc.
-	1	UC Breadth of Product -UC Minimum and Preferred Discount	45.00%	-	Steelcase can provide the broadest statement of line to satisfy the UCOP furniture needs in the 5 specific categories of Systems, Freestanding
-	2	- For discounting purposes, how do you determine a minimum warranty of ten (10) years will be provided?	15.00%	-	Five to ten years. The entire potential value of the business relationship with UC into account in utilizing a "Dollar-One" (single-tier) pricing strategy is limited to the value of the product. Our strongest warranty in the industry that you may never need. The quality and durability of our products are several ways in which Steelcase has helped and will continue to help UC reduce hard dollar costs:
-	3	minimum warranty of ten (10) years will be provided?	25.00%	-	no matter where you are in the world, new research tells us the conditions needed for successful collaboration are universal. The Steelcase Active Collaboration Study 2019 speaks
-	4	savings in addition to unit pricing	10.00%	-	
-	5	improvements and Collaborative Spaces - Some departments at	5.00%	-	

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Questionnaire Name: *	Services
Questionnaire Description:	Supplier Service Details

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Steelcase Inc.
-	1	Training - Understanding that Training is required	4.46%	-	Our Steelcase sales personnel, dealer account managers, dealer sales personnel, designers and operations personnel all work together to train
-	2	"Service/Support" - Please detail here, the services (i.e. FOC: Please detail the services	10.00%	-	Steelcase's network of dealers who serve as the UC campuses comprehensive furniture and service providers. From reconfiguring existing furniture to basic support services provided at no additional charge include product training, provision of technical product information (on sales, customer service and project) and management staff are trained on the Prevailing Wage guidelines and communicate directly with the customer during projects which are repaired or replaced at no charge to you. A product is considered non-conforming if it is defective or if it
-	3	Wage - Please describe your	6.00%	-	relationship with UC, Steelcase has always committed to taking a lead role in assuming
-	4	describe the returns policy and	10.00%	-	collaboratively with University of California campus Ergonomic programs to provide
-	5	customer service - Please describe customer service-	3.14%	-	worked with the UC Ergonomic Work Team to gain professional feedback on product
-	6	Satisfaction - Furniture/Ergo Lab - Will you provide	3.14%	-	consistently heard from the campus ergonomists for greater levels of participation in order to
-	7	Ergo Collaboration - Will you collaborate with UC	10.00%	-	Ship Program under one or more of our standard expedited catalog offerings:
-	8	Considerations: UC has issued system-	3.14%	-	
-	9	Describe your company's ability to address "quick ship"	3.14%	-	
-	10				

-	11	Describe how as a dealer your company Field	3.14%	-	-	The assigned designer visits the project space and conducts a detailed site survey noting existing conditions, including the exact locations of walls, design, and other preparatory work. If directed changes are based on Steelcase electronic catalogs, with links to computer-aided design and other dealer name extensions, we use our experience with large and complex projects, further ensuring the best processes for accurate delivery and accurate management, project managers and schedulers work together with the customer to land on the requested product arrival date to Airship. The items received at dealer sites are subject to at least three separate quality control
-	12	provide order management	3.14%	-	-	Steelcase and our dealer partners are committed to delivering defect-free products to our customers. We take extensive measures to protect all Steelcase and our dealer partners' intellectual property.
-	13	coordinate with all appropriate trades	3.14%	-	-	several of the UC campuses previously to develop such furniture standards, typicals, and product information management system (or project flow) is represented by the following sequence:
-	14	schedule and meet furniture deliveries	10.00%	-	-	Steelcase creates a regular service on the department operations on the UC Campuses. These service department technicians are responsible for responding to warranty calls and
-	15	inspect and confirm quantities (as per	3.14%	-	-	
-	16	prepare proper forms and provide	3.14%	-	-	
-	17	- Do you have the capability to work	3.14%	-	-	
-	18	internal management	10.00%	-	-	
-	19	Services- Do you offer regular, onsite	3.14%	-	-	

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Questionnaire Name: *	Sustainability
Questionnaire Description:	XXXXX

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Steelcase Inc.
-	1	UC Policy Review - UC has recently issued a revision of	0.00%	Yes; No	Yes
-	2	publicly declared carbon, water, and	7.69%	-	Steelcase's public goals are aimed at reducing our global environmental footprint. As we work to create meaningful, lasting change, we're putting
-	3	company offer, or are you planning to	7.69%	-	Steelcase does not currently offer any carbon-
-	4	* Is your company a signatory to the UN Global Compact?	7.69%	-	At Steelcase, we look to ways that we can lower Yes, Steelcase is a signatory to the UN Global Compact.
-	5	furniture manufacturer's	7.69%	-	Steelcase does not have any manufacturing facilities or factories that are SA8000 certified.
-	6	reviewing policy and guidelines, please	8.00%	-	While we are not certified under this body, our Steelcase's first priority is to seek to eliminate or minimize packaging wherever possible by using blanket wrapping, palletizing, and other means.
-	7	Explain if you can provide (through	7.69%	-	Our Warehouse Management System (WMS) and Storage and Inventory Program (Asset Management Integration). From simple storage to complex
-	8	Proposer awarded a contract as a result	7.69%	-	Steelcase dealers to give UC customers an environmentally-friendly alternative furniture
-	9	proposer is required to offer/sell parts	8.00%	-	Steelcase products are built to last. The evidence can be found in workplace architecture and furniture installed around the world and worth
-	10	alignment with the UC's Green Building	7.69%	-	billions of dollars exist in the Steelcase's own parts commitment to sustainability is our work to support the U.S. Green Building Council's LEED Program. Steelcase helps customers seeking LEED

-	11	Certifications/Other Please detail all Certifications or	7.69%	-	As a recognized leader in the design, engineering and manufacturing of sustainable products, Steelcase applauds efforts to increase
-	12	Concern - As specified in Exhibit	8.69%	-	Steelcase believes that providing the best solutions for our customers begins by ensuring they're the best solutions for our environment.
-	13	Wood - It is the preference of the	9.69%	-	There are 141 product lines sold in the world that have wood or wood core materials in their construction. Of these product lines, 89 of them
-	14	Provide that all information on any other sustainability innovations	4.10%	-	sustainability is a key component to Steelcase's innovation – so we approach our sustainability strategy creatively as well. This path ensures we deliver value to our customers and stakeholders

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Questionnaire Name: *	Program Pricing Responses
Questionnaire Description:	Attachment #2 - Pricing

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTION!
	1	<p>* Attachment 2 Upload -Proposer is instructed to complete Tabs 1 through 3 of Attachment #2 - Pricing - Product and Service (provided in Attachments Section) and upload here . If needed, you may provide comment.</p>	50.00%	<p>Steelcase Inc.</p> <p>Attachment 2, "Steelcase Office Furniture RFP_Program Pricing Response_Q1_Attach_2" has been uploaded to the CalUSource site. The attachment includes National Program Product Pricing, UC Product & Services Pricing, and the UC Product Cost Matrix (UC Market Basket), which reflect our proposal for the National and UC-specific Furniture programs.</p> <p>The "UC Discount_Service Pricing" tab reflects our proposed pricing structure for the UC-specific program. We have taken the entire potential value of the business relationship with UC into account in utilizing a "Dollar-One" (single-tier) pricing structure in our existing contracts with the University. Our sales information indicates that 80% of University Purchase Orders are under \$2500. With Steelcase's experience and understanding of the purchasing habits of the University customers, we feel that a deeply discounted Dollar-One pricing model provides the best overall value to UC. For projects that are considered "Very Large" (in our current proposal, those projects that are in excess of \$350,000 NET SELL), we offer additional discounting based on product mix and overall project size. Over the past 5 years, our negotiated project pricing has proven to be the low bid when campuses have solicited competitive pricing from other providers. The approach of supporting customized quotes based on volume and product mix allows us the most competitive pricing based on the specific project requirements. This pricing/discounting approach has proven to be extremely competitive across projects of all sizes throughout the University system over the past 18 years.</p> <p>The "Ntl Discount Service Pricing" tab reflects our proposed pricing structure for a National Omnia program. We have presented the proposed pricing with a simple tier structure that provides for additional negotiated pricing for orders over \$150K LIST. Steelcase Dealers will</p>

-	2	<p>Sample Project Quote - Proposer shall produce a quote for the Sample Project, as outlined in Attachment #2 - Pricing - Product and Service, Tab 4, per instructions and parameters provided and showing appropriate breakouts for labor, etc., as detailed within the RFP. Proposer should then supply narrative concerning the quote.</p>	50.00%	-	<p>The "Sample Project Quote" is attached, reflecting the project and application information supplied in the RFP documents. Steelcase has applied our products and services to meet the specification and conditions noted in the instructions. The project is separated into 2 separate quotes to best reflect the portion of the project that are subject to Prevailing Wage (modular furniture) and the portion of the project that can be delivered and installed according to the "Simple Installation" service level (tables and chairs). This quotation method is used to reduce the instance of applying Prevailing Wage service pricing on portions of the project that are not subject to Prevailing Wage.</p> <p>In addition to the project "Quotation", we have included a typical "design package" document, which we have found to help clients and end users better understand the solution that is represented in the Quotation. Using product application renderings, photos, finishes, and product descriptions, we present the user with high-quality representations of the project to add to the information provided at time of quotation. Steelcase Office Furniture RFP_Program Pricing_Q2_Sample Project Quote.pdf;Steelcase Office Furniture RFP_Program Pricing_Q2_Design Package.pdf</p>
-	3	<p>* Sample Project Invoice - Proposer shall produce an invoice for the Sample Project, as outlined in Attachment #2 - Pricing - Product and Service, Tab 4, per instructions and parameters</p>	0.00%	-	<p>The "Sample Project Invoice" is attached, reflecting the project and application information supplied in the RFP documents. Steelcase has applied our products and services to meet the specification and conditions noted in the instructions. Steelcase dealers utilize the same Hedberg business system to generate quotations, orders, and invoices – ensuring that the project information is accurate all the way through the project process. Steelcase Office Furniture RFP_Pricing Program_Q2_Sample Project Invoice.pdf</p>

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Questionnaire Name: *	Company Profiles/General Capabilities
Questionnaire Description:	Company structure, qualifications, and capabilities

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Steelcase Inc.
-	1	Company Profile - Provide an introduction and company description	3.00%	-	<p>Founded in 1912 as the metal office furniture company in Grand Rapids, Michigan, Steelcase is over 107 years old. Our innovation legacy began in 1941 with the introduction of the first office chair. Steelcase's Account Manager, will be the primary person responsible for the relationship with UCOP. For the Steelcase employees serving the UCOP account have been interviewed and evaluated based on their past work history and background. In the State of California, a total of five Steelcase dealers serve your organization. Each Steelcase dealer is a Steelcase partner committed to their university of California an industry-leading depth and breadth of in-house knowledge, products and every Steelcase subcontractor, dealer, and partner are thoroughly vetted and evaluated to ensure alignment and market viability. Subcontractors Steelcase can provide the most detailed online to satisfy the UCOP furniture needs in the 5 specific categories of Systems, Freestanding As a global company, Steelcase has manufacturing locations around the world. In North America our manufacturing facilities are located in Athens, Executive Leadership and Centers in Michigan is committed to the importance of an effective global Business Continuity Program (BCP). Our BCP Steelcase will continue the implementation of the Furniture Program at all UC campuses. This will include engaging with the furniture work teams, strategic sourcing organizations, and</p>
-	2	Staffing and Qualifications - Indicate the number of employees	3.00%	-	
-	3	- Describe employee hiring procedure	3.00%	-	
-	4	Utilizing Attachment 1 - Product Contract work - Describe any plan to subcontract portion of the work	6.00%	-	
-	5	work - Describe any plan to subcontract portion of the work	2.75%	-	
-	6	Subcontractors/Suppliers - Please detail requirements and	2.75%	-	
-	7	Categories - Manufacturer must demonstrate	8.00%	-	
-	8	Locations - Please provide the location of each	2.75%	-	
-	9	What systems does your company have in place to handle	2.75%	-	
-	10	Implementation Plan -A Proposer is required to provide	2.75%	-	

-	11	Higher Ed Project References - Please detail 2 large references which	2.75%	-	-	Project Reference 1: UCSD Torrey Pines Center. In the fall of 2017, the UCSD IPPS team approached Steelcase and bkm to understand their options for
-	12	References - The Proposer should detail reference #1 -	2.75%	-	-	Steelcase is a strategic supplier to Kaiser Permanente, providing furniture and services to their facilities throughout California, Oregon
-	13	Capabilities 1- Are you currently	2.75%	-	-	Steelcase is fully eCommerce ready and is actively conducting online transactions with all campus locations.
-	14	Current Capabilities- Noting this	7.00%	-	-	Steelcase and our dealer partners currently offer punchout requisitioning (OCI and cXML standards), XML based electronic purchase orders
-	15	Capabilities - Please detail your or your	3.00%	-	-	document. Currently, most campuses—but not all—are taking advantage of these documents.
-	16	Platforms - Please specify which	3.00%	-	-	to date we have integrated our platform with customers using Ariba, BuySpeed, eMars, Infor (Lawson), CGI Advantage, Coupa, Exostar, Jaggaer,
-	17	Platform Responsibility- Is	3.00%	-	-	dealer partners with a single enablement for each campus. Steelcase is responsible for the software
-	18	Quote Retrieval Functionality: A	4.00%	-	-	using an integrated punchout site to populate requisitions with quote content (with
-	19	Configurable Items- Does your platform	4.00%	-	-	identifiers, descriptions, options and finishes choices customized to the campus needs. As the
-	20	Sustainability Flag- Does your platform	4.00%	-	-	by the University when the product meets University sustainability requirements.
-	21	Are you, through your primary	4.00%	-	-	charges for furniture services in any manner that the campus requests as a standard practice. Over
-	22	Please specify ALL of the payment	3.00%	-	-	currently supporting payments made through check, ACH, Ghost/P-Card, and Payment Plus
-	23	PROGRAM Exhibit A – Response for	18.00%	-	-	Steelcase Office Furniture RFP D&B Report.pdf ; Steelcase Office Furniture RFP_Q23_Exhibit A.pdf

-	24	NATIONAL PROGRAM - Exhibit F - Federal Funds	0.00%		Steelcase Office Furniture RFP_Omnia Partners - Exhibit F Federal Funds Certifications.pdf
-	25	NATIONAL PROGRAM Exhibit G - New Jersey Business	0.00%		Steelcase Office Furniture RFP Exhibit G Doc#3 Stockholder Disclosure Form.pdf ; Steelcase Office Furniture RFP Exhibit G Doc#4 Political
-	26	NATIONAL PROGRAM Breadth of Product - Utilizing input from	2.00%	-	Steelcase can provide an Enrolment Statement online to satisfy a National Furniture Program in the 5 specific categories of Systems, Freestanding Furniture, Storage, Seating, and Tables. Steelcase

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Questionnaire Name: *	Pricing Terms and Product
Questionnaire Description:	Breadth of product, warranty, and discounts

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Steelcase Inc.
-	1	UC Breadth of Product -UC Minimum and Preferred Discount	45.00%	-	Steelcase can provide the broadest statement of line to satisfy the UCOP furniture needs in the 5 specific categories of Systems, Freestanding
-	2	- For discounting purposes, how do you determine a minimum warranty of ten (10) years will	15.00%	-	Five have taken the entire potential value of their business relationship with UC into account in utilizing a "Dollar-One" (single-tier) pricing
-	3	minimum warranty of ten (10) years will	25.00%	-	Steelcase is committed to the quality of its products and the strongest warranty in the industry that you may never need. The quality and durability of our
-	4	addition to unit pricing	10.00%	-	There are several ways in which Steelcase has helped and will continue to help UC reduce hard dollar costs:
-	5	Collaborative Spaces - Some departments at	5.00%	-	No matter where you are in the world, new research tells us the conditions needed for successful collaboration are universal. The Steelcase Active Collaboration Study 2019 speaks

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Questionnaire Name: *	Sustainability
Questionnaire Description:	xxxxx

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Steelcase Inc.
-	1	UC Policy Review - UC has recently issued a revision of	0.00%	Yes; No	Yes
-	2	publicly declared carbon, water, and	7.69%	-	Steelcase's public goals are aimed at reducing our global environmental footprint. As we work to create meaningful, lasting change, we're putting
-	3	company offer, or are you planning to	7.69%	-	Steelcase does not currently offer any carbon neutral products.
-	4	* Is your company a signatory to the UN Global Compact?	7.69%	-	At Steelcase, we look to ways that we can lower Yes, Steelcase is a signatory to the UN Global Compact.
-	5	Are any of the furniture manufacturer's	7.69%	-	Steelcase does not have any manufacturing facilities or factories that are SA8000 certified. While we are not certified under this body, our
-	6	packaging- Are you reviewing policy and guidelines, please	8.00%	-	Steelcase's first priority is to seek to eliminate or minimize packaging wherever possible by using blanket wrapping, palletizing, and other means.
-	7	Explain if you can provide (through	7.69%	-	Our warehouse management and inventory storage materials Inventory Program (Asset Management Integration). From simple storage to complex
-	8	Proposer awarded a contract as a result	7.69%	-	of this RFP. If the proposer is required to offer/sell parts
-	9	proposer is required to offer/sell parts	8.00%	-	Steelcase products are built to last. The evidence can be found in workplace architecture and furniture installed around the world and worth
-	10	alignment with the UC's Green Building	7.69%	-	commitment to sustainability is our work to support the U.S. Green Building Council's LEED Program. Steelcase helps customers seeking LEED

-	11	Certifications/Other Please detail all Certifications or	7.69%	-	As a recognized leader in the design, engineering and manufacturing of sustainable products, Steelcase applauds efforts to increase
-	12	Concern - As specified in Exhibit	8.69%	-	Steelcase believes that providing the best solutions for our customers begins by ensuring they're the best solutions for our environment.
-	13	Wood - It is the preference of the	9.69%	-	There are 141 product lines sold in the world that have wood or wood core materials in their construction. Of these product lines, 89 of them
-	14	Provide that all information on any other sustainability innovations	4.10%	-	sustainability is a key component to Steelcase's innovation – so we approach our sustainability strategy creatively as well. This path ensures we deliver value to our customers and stakeholders