

Old Contract#: 202000610
New Contract#: SCON2510000385
Amendment#: 12
Vendor#: 308714

STATE OF NORTH CAROLINA
COUNTY OF MECKLENBURG

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

THIS TWELFTH AMENDMENT TO THE AGREEMENT TO PROVIDE FURNITURE, INSTALLATION, AND RELATED PRODUCTS AND SERVICES (this "Twelfth Amendment") is made and entered into this 3rd of January 2026, by and between Teknion LLC, a New Jersey limited liability company doing business in North Carolina (the "Company"), and the City of Charlotte, a North Carolina municipal corporation (the "City").

Statement of Background and Intent

- A. The City of Charlotte and the Company entered into an Agreement for Furniture, Installation, and Related Products and Services dated January 1, 2020 (the "Contract") pursuant to which the Company agreed to provide furniture, installation, and related products for the City of Charlotte.
- B. The parties amended the Contract to incorporate changes to the Delivery and Force Majeure clauses.
- C. The parties amended the Contract to incorporate adjustments to the pricing sheet and to incorporate certain other changes.
- D. The parties amended the Contract to incorporate changes to the Delivery and Force Majeure clauses.
- E. The parties amended the Contract to incorporate the modified list of public agencies eligible to register with OMNIA Partners and access the Contract.
- F. The parties amended the Contract to incorporate changes to the Domestic (U.S.) Procurement Preference clause.
- G. The parties amended the Contract to add and delete products, make adjustments to the List Price Catalogs, and to incorporate certain other changes.
- H. The parties amended the Contract to incorporate an additional distributor and incorporated certain other changes.
- I. The parties amended the Contract to add and delete products, make adjustments to the List Price Catalogs, add the first on two (2) one-year optional renewals, and to incorporate certain other changes.
- J. The parties amended the Contract to delete products and incorporate certain other changes.
- K. The parties amended the contract to incorporate the 2025 price list, shown in Exhibit A.7, and to incorporate certain other changes.
- L. The parties amended the Contract adding the second of two (2) one-year renewal terms, and to incorporate certain other changes.
- M. The parties now desire to update the contract to incorporate the 2025 price list, shown in Exhibit A.8, and to incorporate certain other changes.

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

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AGREEMENT

1. The terms of the Contract are restated by and incorporated into this Twelfth Amendment by reference.
2. Defined terms used in this Twelfth Amendment shall have the same meaning as are assigned to such terms in the Contract.
3. This Twelfth Amendment updates the Pricing Sheet - Exhibit A.7 and is hereby replaced with the Pricing Sheet - Exhibit A.8 in its entirety due to additions and deletions of products and price changes.
4. Except to the extent specifically provided above, this amendment shall not be interpreted or construed as waiving any rights, obligations, remedies, or claims the parties may otherwise have under the Contract.
5. In all other respects and except as modified herein, the terms of the Contract shall remain in force and effect.

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

TEKNION LLC:

BY: Valerie Windrim
(Signature)

PRINT NAME: Valerie Windrim

TITLE: Public Sector Contracts Manager

DATE: 12/22/2025

CITY OF CHARLOTTE:

CITY MANAGER'S OFFICE

DocuSigned by:
BY: Liz Babson
(Signature)

PRINT NAME: Liz Babson

TITLE: Deputy City Manager

DATE: 1/3/2026

1. Furniture Categories and Other Related Products:			
Fixed (%) Percentage Discount off the Manufacturer's List Price		Drop Ship	Inside Delivery
Category	Verifiable Manufacturer's List Price Catalog Name with the Date		
Systems Furniture	District Price and Product Guide - November 24, 2025	69.33%	67.33%
Systems Furniture	Leverage Price and Product Guide -November 24, 2025	69.33%	67.33%
Freestanding Furniture	upStage Price and Product Guide - November 24, 2025	69.33%	67.33%
Freestanding Furniture	Interpret Price and Product Guide - November 24, 2025	69.33%	67.33%
Freestanding Furniture	Cityline Price and Product Guide - November 24, 2025	61.00%	59.00%
Freestanding Furniture	Expansion Desking Price and Product Guide - November 24, 2025	61.00%	59.00%
Freestanding Furniture	Height-Adjustable Bench Price and Product Guide - November 24, 2025	69.30%	67.33%
Freestanding Furniture	Complements Price and Product Guide - November 24, 2025	69.33%	67.33%
Freestanding Furniture	Dossier Price and Product Guide - November 24, 2025	55.33%	53.33%
Freestanding Furniture	Expansion Casegoods Price and Product Guide - November 24, 2025	61.00%	59.00%
Freestanding Furniture	Bene Box Wood Casegoods Price and Product Guide, September 23, 2024	55.33%	53.33%
Freestanding Furniture	Journal Price and Product Guide - November 24, 2025	55.33%	53.33%
Freestanding Furniture	Zones Price and Product Guide - November 24, 2025	44.50%	42.50%
Freestanding Furniture	Teknion Tables & Collaborative Spaces Price and Product Guide - November 24, 2025	57.30%	55.30%
Freestanding Furniture	Studio TK Price and Product Guide - September 22, 2025	43.75%	41.75%
Freestanding Furniture	Emote Price & Product Guide - November 24, 2025	55.33%	53.33%
Freestanding Furniture	Lite Wood Price and Product Guide - November 24, 2025	55.33%	53.33%
Freestanding Furniture	Routes Price and Product Guide - November 24, 2025	44.50%	42.50%
Freestanding Furniture	TCW - Community Tables, C & D Conference & Reception Price and Product Guide -November 24, 2025	55.33%	53.33%
Freestanding Furniture	TCW - Tables & Conferencing - November 24, 2025	55.33%	53.33%
Freestanding Furniture	Kiosk Price and Product Guide - November 24, 2025	44.50%	42.50%
Freestanding Furniture	Expansion Learning - November 24, 2025	61.00%	59.00%
Freestanding Furniture	Chronicle - November 24, 2025	55.33%	53.33%
Freestanding Furniture	Expansion Meeting Price and Product Guide - November 24, 2025	61.00%	59.00%
Seating / Chairs	Teknion Seating Price and Product Guide -November 24, 2025	57.00%	55.00%
Seating / Chairs	Zones Price and Product Guide - November 24, 2025	44.50%	42.50%
Seating / Chairs	Studio TK Price and Product Guide - September 22, 2025	43.75%	41.75%
Seating / Chairs	Routes Price and Product Guide - November 24, 2025	44.50%	42.50%
Seating / Chairs	North 56 Seating Price and Product Guide -November 24, 2025	57.00%	55.00%
Soft Seating	Teknion Seating Price and Product Guide - November 24, 2025	57.00%	55.00%
Soft Seating	Studio TK Price and Product Guide - September 22, 2025	43.75%	41.75%
Soft Seating	Zones Price and Product Guide - November 24, 2025	44.50%	42.50%
Soft Seating	Routes Price and Product Guide - November 24, 2025	44.50%	42.50%
Filing Systems, Storage & Equipment	Teknion Filing and Storage Price and Product Guide - November 24, 2025	69.33%	67.33%
Filing Systems, Storage & Equipment	Caseworks+ Price and Product Guide - November 24, 2025	57.30%	55.30%
Filing Systems, Storage & Equipment	Teknion Modular Cabinets Price and Product Guide - September 23, 2024	57.30%	55.30%
Other Related Products	Verifiable Manufacturer's List Price Catalog Name with the Date	Drop Ship	Inside Delivery
Architectural Interiors	Altos Price and Product Guide - November 24, 2025	69.33%	67.33%
Architectural Interiors	Focus Price and Product Guide, November 24, 2025	69.33%	67.33%
Architectural Interiors	Optos Price and Product Guide - November 24, 2025	69.33%	67.33%
Architectural Interiors	POD (Includes Tek Booth & Tek Room) Price and Product Guide - November 24, 2025	69.33%	67.33%
Architectural Interiors	Tek Vue Price and Product Guide - November 24, 2025	69.33%	67.33%
Architectural Interiors	Architectural Complements Price and Product Guide - November 24, 2025	69.33%	67.33%
Architectural Interiors	AI Healthcare -November 24, 2025	69.33%	67.33%
Architectural Interiors	Within -November 24, 2025	69.33%	67.33%
Architectural Interiors	Telescope - November 24, 2025	69.33%	67.33%
Ergonomic Accessories	Teknion Complements Price and Product Guide - November 24, 2025	69.33%	67.33%
Electrical Accessories	Teknion Complements Price and Product Guide - November 24, 2025	69.33%	67.33%
Organization	Teknion Complements Price and Product Guide - November 24, 2025	69.33%	67.33%
NEW PRODUCT LINES HIGHTLIGTED IN YELLOW			
PRODUCT LINES IN RED FONT REMOVED DUE TO DISCONTINUATION			

EXHIBIT A.8 - PRICING SHEET

2. FIXED HOURLY RATE FOR INSTALLATION AND OTHER ADDITIONAL SERVICES AND SOLUTIONS BY STATE:

	AL	AK	AZ	AR	CA	CO	CT	DE	FL	GA	HI	ID	IL	IN	IA	KS	KY	LA	ME	MD	MA	MI	MIN	MS	MO
Additional Services & Solutions																									
Basic Installation - Normal Hours	\$65	\$70	\$50	\$65	\$50	\$65	\$70	\$65	\$65	\$55	\$70	\$60	\$65	\$45	\$65	\$42	\$45	\$65	\$55	\$65	\$60	\$67	\$60	\$60	\$42
Basic Installation - After Hours	\$65	\$70	\$50	\$65	\$50	\$65	\$70	\$65	\$65	\$55	\$70	\$60	\$65	\$45	\$65	\$42	\$45	\$65	\$55	\$65	\$60	\$67	\$60	\$60	\$42
Expanded Installation - Normal Hours	\$85	\$95	\$55	\$85	\$55	\$65	\$70	\$75	\$85	\$55	\$80	\$60	\$90	\$68	\$85	\$42	\$68	\$85	\$82.50	\$75	\$90	\$69	\$70	\$60	\$42
Expanded Installation - After Hours	\$85	\$95	\$55	\$85	\$55	\$65	\$70	\$75	\$85	\$55	\$80	\$60	\$90	\$68	\$85	\$42	\$68	\$85	\$82.50	\$75	\$90	\$69	\$70	\$60	\$42
Design	\$65	\$95	\$55	\$65	\$100	\$75		\$75	\$65	\$85	\$125	\$90	\$85	\$60	\$95	\$45	\$60	\$65	\$55	\$75	\$85	\$65	\$70	\$100	\$45
Project Management	\$85	\$95	\$55	\$85	\$95	\$65	\$85	\$65	\$85	\$75	\$100	\$85	\$150	\$60	\$95	\$60	\$60	\$85	\$55	\$65	\$85	\$65	\$70	\$100	\$60
Asset Management	\$65	\$70	\$55	\$65	\$45	N/A	N/A	\$65	\$65	\$55	\$95	\$85	N/A	\$60	N/A	\$60	\$60	\$65	\$55	\$65	\$80	N/A	\$50 /bay	N/A	\$60
Refurbishment	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$65	N/A	\$40 /pallet	N/A	\$85	N/A	\$60	N/A	\$40	\$60	N/A	N/A	\$65	N/A	N/A	N/A	N/A	\$40

2. FIXED HOURLY RATE FOR INSTALLATION AND OTHER ADDITIONAL SERVICES AND SOLUTIONS BY STATE:

	MT	NE	NV	NH	NJ	NM	NY	NC	ND	OH	OK	OR	PA	RI	SC	SD	TN	TX	UT	VT	VA	WA	WV	WI	WY	
Additional Services & Solutions																										
Basic Installation - Normal Hours	\$70	\$65	\$50	\$55	\$65	\$45	\$100	\$55	\$60	\$48	\$46	\$39	\$60	\$70	\$55	\$60	\$65	\$45	\$45	\$55	\$65	\$50	\$65	\$40	\$65	
Basic Installation - After Hours	\$70	\$65	\$50	\$55	\$65	\$45	\$100	\$55	\$60	\$48	\$46	\$39	\$60	\$70	\$55	\$60	\$65	\$45	\$45	\$55	\$65	\$50	\$65	\$40	\$65	
Expanded Installation - Normal Hours	\$95	\$75	\$50	\$82.50	\$75	\$45	\$150	\$55	\$70	\$68	\$46	\$75	\$90	\$70	\$55	\$70	\$85	\$100	\$45	\$82.50	\$75	\$75	\$75	\$45	\$65	
Expanded Installation - After Hours	\$95	\$75	\$50	\$82.50	\$75	\$45	\$150	\$55	\$70	\$68	\$46	\$75	\$90	\$70	\$55	\$70	\$85	\$100	\$45	\$82.50	\$75	\$75	\$75	\$45	\$65	
Design	\$95	\$75	\$85	\$55	\$75	\$60	\$85	\$85	\$70	\$60	\$75	\$85	\$85	\$85	\$85	\$70	\$65	\$100	\$60	\$55	\$75	\$95	\$75	\$60	\$75	
Project Management	\$95	\$75	\$85	\$55	\$65	\$60	\$85	\$75	\$70	\$60	\$75	\$75	\$85	\$85	\$75	\$70	\$85	\$100	\$60	\$55	\$65	\$65	\$65	\$60	\$65	
Asset Management	\$70	N/A	\$85	\$55	\$65	\$60	\$85	\$55	\$50 /bay	\$60	N/A	\$39	\$80	N/A	\$55	\$50 /bay	\$65	\$85	\$60	\$55	\$65	\$50	\$50	N/A	N/A	
Refurbishment	N/A	N/A	N/A	N/A	\$65	\$60	N/A	\$40 /pallet	N/A	\$60	N/A	\$39	N/A	N/A	\$40 /pallet	N/A	N/A	N/A	\$60	N/A	\$65	\$65	\$65	\$45	N/A	

****NOTE: Because of the nature of architectural wall products and their installation, the hourly rates to install differ significantly from the hour rates to install furniture included above. Architectural wall products' rates will be determined on a project by project basis.**

3. STORAGE:		Monthly Rate / ft²			
Additional Services & Solutions		Monthly Rate / ft²			
Storage		\$1.25 - \$2.50			
4. INCENTIVES TO OBTAIN DEEPER DISCOUNTS BY VALUE TIER AND PRODUCT LINE:					
Teknion Product Line	Tier	List Value Tier Per Order	End User Discounts Drop Ship	End User Discounts Inside Delivery	
Ability, Leverage, Filing & Storage, District, Upstage, Interpret, Height Adjustable Bench, and Complements	Tier 1	\$1 - \$100,000	69.33%	67.33%	
	Tier 2	\$100,001 - \$350,000	69.33%	67.33%	
	Tier 3	\$350,001 and higher	70.40%	68.40%	
Expansion Caseworks, Expansion Desking Expansion Learning and Cityline	Tier 1	\$1 - \$100,000	61.00%	59.00%	
	Tier 2	\$100,001 - \$350,000	61.00%	59.00%	
	Tier 3	\$350,001 and higher	63.25%	61.25%	
Expansion Wood, Teknion Wood Caseworks, Dossier, Journal, Emote, Chronicle, Bene Box and Custom Solutions	Tier 1	\$1 - \$100,000	55.33%	53.33%	
	Tier 2	\$100,001 - \$350,000	55.33%	53.33%	
	Tier 3	\$350,001 and higher	57.25%	55.25%	
Teknion Seating, North 56	Tier 1	\$1 - \$100,000	57.00%	55.00%	
	Tier 2	\$100,001 - \$350,000	57.00%	55.00%	
	Tier 3	\$350,001 and higher	59.33%	57.33%	
Altos, Optos, Focus, TekVUE, POD, Within, Telescope	Tier 1	\$1 - \$100,000	69.33%	67.33%	
	Tier 2	\$100,001 - \$350,000	69.33%	67.33%	
	Tier 3	\$350,001 and higher	70.40%	68.40%	
Teknion Tables and Modular Cabinets	Tier 1	\$1 - \$100,000	57.30%	55.30%	
	Tier 2	\$100,001 - \$350,000	57.30%	55.30%	
	Tier 3	\$350,001 and higher	58.00%	56.00%	
Routes, Kisok, Zones	Tier 1	\$1 - \$100,000	44.50%	42.50%	
	Tier 2	\$100,001 - \$350,000	44.50%	42.50%	
	Tier 3	\$350,001 and higher	45.50%	43.50%	
Studio TK	Tier 1	\$1 - \$100,000	43.75%	41.75%	
	Tier 2	\$100,001 - \$350,000	43.75%	41.75%	
	Tier 3	\$350,001 and higher	43.75%	41.75%	