

## SOURCEWELL CUSTOMER COPY

90705 AA for orders shipping to continental U.S. locations, accessing North American price list

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Caseloads & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
I Regular Lead Time	UniGroup®, PLACES®, UniGroup® Too Adaptable Components					\$1-\$100,000 \$100,001 or More	71% Negotiable
Rush**						\$1 or More	61%
II Regular Lead Time	PREMISE®, Compose®					\$1-\$100,000 \$100,001 or More	68% Negotiable
Rush**						\$1 or More	53%
III Regular Lead Time			Beside® X Series® Caseloads V Series® Caseloads			\$1-\$50,000 \$50,001 or More	63% Negotiable
Rush**						\$1 or More	57%
IV Regular Lead Time		Monaco®, Improv®				\$1-\$25,000 \$25,001 or More	63% Negotiable
V Regular Lead Time		X99®				\$1-\$25,000 \$25,001 or More	60% Negotiable
Rush**						\$1 or More	54%
VI Regular Lead Time	Patterns™ Reside® Desking Intuity®, Active Components™, Be_Hold Storage					\$1-\$50,000 \$50,001 or More	53% Negotiable
Rush**						\$1 or More	41%
VII Regular Lead Time	Pip™ Tables	Hello®, ToDo®, Openest®, Poppy™, Riverbend™, Pebble™ Cabana Lounge™, Resonate™, Wyn				\$1-\$25,000 \$25,001 or More	53% Negotiable
Rush**						\$1 or More	41%
VIII Regular Lead Time				Masters Series®		\$1-\$100,000 \$100,001 or More	53% Negotiable
Rush**						\$1 or More	41%
IX Regular Lead Time		Candor®				\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush**						\$1 or More	41%
X Regular Lead Time	Planes®, Upside		Compose® Storage			\$1-\$50,000 \$50,001 or More	58% Negotiable

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Caseloads & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
Rush**						\$1 or More	55%
XI Regular Lead Time	Belong™ & Jump®stuff Work Tools					\$1-\$10,000 \$10,001 or More	48.75% Negotiable
XII Regular Lead Time	Haworth Collection-Haworth®					\$1-\$50,000 \$50,001 or More	41% Negotiable
XIII Regular Lead Time		Very® Very® Task Zody®				\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush**						\$1 or More	50%
XIV Regular Lead Time					Enclose® Walls Glass	\$1-\$100,000 \$100,001 or More	55% Negotiable
XV Regular Lead Time	Haworth Collection - Poltrona Frau®, Cappellini®, Cassina®					\$1 or More	15%
XVI Regular Lead Time	Haworth Collection-Pablo Designs					\$1 or More	15%
XVII Regular Lead Time		Harbor Work Lounge®				\$1-\$50,000 \$50,001 or More	50% Negotiable
XVIII Regular Lead Time			A Series®			\$1-\$50,000 \$50,001 or More	53% Negotiable
XIX Regular Lead Time		Soji®, Soji®XL				\$1-\$25,000 \$25,001 or More	50% Negotiable
Rush**						\$1 or More	41.8%
XX Regular Lead Time	Jive®					\$1-\$50,000 \$50,001 or More	50% Negotiable
Rush**						\$1 or More	45%
XXI Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	47.5% Negotiable
XXII Regular Lead Time		Fern®				\$1-25,000 \$25,001 or More	50% Negotiable
XXIII Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,001 or More	58% Negotiable
XXIV Regular Lead Time	Haworth Collection-JANUS et Cie					\$1-\$50,000 \$50,001 or More	15% Negotiable
XXV Regular Lead Time	Haworth Collection-GAN					\$1 or More	10%

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Caseworks & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
XXVI Regular Lead Time	BuzziSpace					\$1-\$50,000 \$50,001 or More	35% Negotiable
XXVII Regular Lead Time					Pergola	\$1 or More	60%
XXVIII Regular Lead Time		Veda				\$1 or more	55%
XXIX Regular Lead Time	Compose Echo					\$1 or more	53%
XXX Regular Lead Time		Zody®II				\$1 or more	50%
XXXI Regular Lead Time	HushOffice					\$1 or more	51.5%
XXXII Regular Lead Time		Emeco				\$1 or more	35%
XXXIII Regular Lead Time	Benson					\$1 or more	57.2%
XXXIV Regular Lead Time		Breck				\$1 or more	54.88%
XXXV Regular Lead Time					4Space	\$1 or more	55%
XXXVI Regular Lead Time		Maari				\$1-\$25,000 \$25,001 or More	54% Negotiable

\*\*Seller offers the above mentioned discounts on products included in this Agreement which are offered in Seller's RUSH Programs. See the current price list(s) for a description of the products included in these programs.

- A. Only the items stated within each product group may be combined on a single purchase order for purposes of attaining a higher discount tier and/or negotiable discount tier. DIFFERENT PRODUCT GROUPS OR LEAD TIMES MAY NOT be combined together for purposes of attaining the next pricing tier.
- B. The applicable discount will be separately negotiated for new products or lead time programs introduced by Seller during the term of this Agreement.
- C. A surcharge increase was proposed and is subject to change based on U.S. and global decisions and factors.

**AIS GPO PRICING - CUSTOMER COPY**

<b>Product</b>	<b>End-User Discount</b>
Office Seating (Task and Guest)	57%
Lounge	54%
Calibrate Series, Tables, Oxygen, Encounter PowerBeam/PowerBench, Calibrate Community, Screens, Divi, Matrix, AO2, Support & Storage, Worksurfaces, Accessories	74%
Divi Fast Track	76%

## SOURCEWELL CIF - CUSTOMER COPY

90705 CC for orders shipping to Non-continental U.S. and overseas International locations, accessing North American price list

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
I Regular Lead Time	UniGroup® PLACES® UniGroup® Too Adaptable Components					\$1-\$100,000 \$100,001 or More	68% Negotiable
Rush**						\$1 or More	58%
II Regular Lead Time	PREMISE® Compose®					\$1-\$100,000 \$100,001 or More	65% Negotiable
Rush**						\$1 or More	50%
III Regular Lead Time			Beside® X Series® Casegoods V Series® Casegoods			\$1-\$50,000 \$50,001 or More	60% Negotiable
Rush**						\$1 or More	54%
IV Regular Lead Time		Monaco®, Improv®				\$1-\$25,000 \$25,001 or More	60% Negotiable
Rush**						\$1 or More	54%
V Regular Lead Time		X99®				\$1-\$25,000 \$25,001 or More	57% Negotiable
Rush**						\$1 or More	51%
VI Regular Lead Time	Patterns™ Reside® Desking Intuity®, Active Components™,Be_Hold Storage					\$1-\$50,000 \$50,001 or More	50% Negotiable
Rush**						\$1 or More	38%
VII Regular Lead Time	Pip™ Tables	Hello®, ToDo®, Openest®, Poppy™, Riverbend™, Pebble™, Cabana Lounge™, Resonate™, Wyn				\$1-\$25,000 \$25,001 or More	50% Negotiable
VIII Regular Lead Time				Masters Series®		\$1-\$100,000 \$100,001 or More	50% Negotiable
Rush**						\$1 or More	38%
IX Regular Lead Time		Candor				\$1-\$25,000 \$25,001 or More	52% Negotiable
Rush**						\$1 or More	38%

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Caseworks & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
X Regular Lead Time	Planes®,Upside		Compose® Storage			\$1-\$50,000 \$50,001 or More	55% Negotiable
Rush**						\$1 or More	52%
XI Regular Lead Time	Belong™ & Jump®stuff Work Tools					\$1-\$10,000 \$10,001 or More	45.75% Negotiable
XII Regular Lead Time	Haworth Collection-Haworth®					\$1-\$50,000 \$50,001 or More	38% Negotiable
XIII Regular Lead Time		Very® Very® Task Zody®				\$1-\$25,000 \$25,001 or More	52% Negotiable
Rush**						\$1 or More	47%
XIV Regular Lead Time					Enclose® Walls Glass	\$1-\$100,000 \$100,001 or More	54% Negotiable
XV Regular Lead Time	Haworth Collection - Poltrona Frau®, Cappellini®, Cassina®					\$1 or More	12%
XVI Regular Lead Time	Haworth Collection - Pablo Design					\$1 or More	12%
XVII Regular Lead Time	Harbor Work Lounge®					\$1-\$50,000 \$50,001 or More	47% Negotiable
XVIII Regular Lead Time			A Series®			\$1-\$50,000 \$50,001 or More	50% Negotiable
XIX Regular Lead Time		Soji® Soji®XL				\$1-\$25,000 \$25,001 or More	47% Negotiable
XX Regular Lead Time	Jive®					\$1-\$50,000 \$50,001 or More	47% Negotiable
XXI Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	44.5% Negotiable
XXII Regular Lead Time		Fern®				\$1-\$25,000 \$25,001 or More	47% Negotiable
XXIII Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,001 or More	55%
XXIV Regular Lead Time	Haworth Collection-JANUS et Cie					\$1-\$50,000 \$50,001 or More	12% Negotiable

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
XXV Regular Lead Time	Haworth Collection-GAN					\$1 or More	7%
XXVI Regular Lead Time	BuzziSpace					\$1-\$50,000 \$50,001 or More	32% Negotiable
XXVII Regular Lead Time					Pergola	\$1 or More	47%
XXVIII Regular Lead Time		Veda				\$1 or More	50.4%
XXXIX Regular Lead Time	Compose Echo					\$1 or More	48.5%
XXX Regular Lead Time		Zody II				\$1 or More	45.5%
XXXI Regular Lead Time	Hush Office					\$1 or More	57%
XXXII Regular Lead Time		Emeco				\$1 or More	30.5%
XXXIII Regular Lead Time	Benson					\$1 or More	52.7%
XXXIV Regular Lead Time		Breck				\$1 or More	50.38%
XXXV Regular Lead Time					4space	\$1 or More	50.5%
XXXVI Regular Lead Time		Maari				\$1-\$25,000 \$25,001 or More	51% Negotiable