

## Contract Summary

<b>Contract Expiration</b>	December 31, 2024
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### ELIGIBLE END-USERS

- » Allsteel's State and Local Program is designed to provide aggressive discounting to capture state and local business. This is NOT a competitively bid contract. This program DOES NOT allow orders to be combined for discount purposes with Allsteel's sister HNI companies.
- » The Allsteel State and Local Government Purchasing Program is separate and distinct from Allsteel's GSA Multiple Award Schedule.
- » This program is available for use with non-federal government entities. This includes states, counties, cities, villages, and towns. It also covers school districts, community colleges and universities that do not currently have a contract in place. This program may also be used with Not-For-Profit organizations including trade associations and charitable organizations. The Allsteel State and Local Government Sales Program is NOT for use with the United States government or with those specific organizations allowed to access the Allsteel GSA Contract.

### CONTRACT TERMS & CONDITIONS

<b>Payment Terms</b>	Net 30 Days
<b>DELIVERY</b>	
» All End User orders are FOB Destination, company paid freight to one destination within the Continental United States.	
<b>SERVICES</b>	
» All services are negotiated on a case-by-case basis by the servicing dealer and listed as a separate line item on the dealer quote, end-user PO, and invoice.	

### PRODUCT & PRICING INFORMATION

<b>DISCOUNTS/PRODUCTS</b>	
See Matrix for discounts and available products.	
<b>NON-CONTRACT ITEMS</b>	
N/A	
<b>SPECIALS</b>	
Specials are allowed.	

DISCOUNT MATRIX & PRODUCT LISTING	
Allsteel Price List	Current list prices at time of order entry.

**Allsteel State and Local Government Purchasing Program**  
 Discount Matrix effective 1/1/2024 through 12/31/2024  
 PPCA #A10753

Proprietary Information

Concensys, Terrace, Optimize, Further, Involve, Approach, Gallery Panels, Mural Desking	
Order Size at List	Discount from List
\$0 - \$877,193	71.2%
\$877,194 - \$1,960,784	74.2%
Over \$1,960,784	Negotiable
<b>Maximum Order Threshold (MOT)</b>	<b>\$1,960,784</b>

Align Systems, Align Laterals, Align Storage (Metal), Stride Systems, Stride Desking, Stride Storage (Metal & Painted Wood), Radii Storage	
Order Size at List	Discount from List
\$0 - \$909,091	72.2%
\$909,092 - \$1,960,784	74.2%
Over \$1,960,784	Negotiable
<b>Maximum Order Threshold (MOT)</b>	<b>\$1,960,784</b>

Further Adaptive Supports	
Order Size at List	Discount from List
\$0 - \$877,193	68.7%
\$877,194 - \$1,960,784	71.7%
Over \$1,960,784	Negotiable
<b>Maximum Order Threshold (MOT)</b>	<b>\$1,960,784</b>

Storage Towers, Overfiles, Bookcases	
Order Size at List	Discount from List
\$0 - \$748,503	65.4%
\$748,504 - \$1,567,398	67.0%
Over \$1,567,398	Negotiable
<b>Maximum Order Threshold (MOT)</b>	<b>\$1,567,398</b>

Essentials Lateral Files, Vertical Files	
Order Size at List	Discount from List
\$0 - \$100,000	63.7%
\$100,001 - \$635,739	69.9%
\$635,740 - \$1,000,000	71.9%
\$1,000,001 - \$1,984,127	74.0%
Over \$1,984,127	Negotiable
<b>Maximum Order Threshold (MOT)</b>	<b>\$1,984,127</b>

Align Full Wood, Wood Seating, Wood Casegoods, New Product Offering	
Order Size at List	Discount from List
\$0 - \$625,000	58.7%
\$625,001 - \$1,315,789	60.8%
Over \$1,315,789	Negotiable
<b>Maximum Order Threshold (MOT)</b>	<b>\$1,315,789</b>

Admix, Aware, and Structure Tables	
Order Size at List	Discount from List
\$0 - \$694,444	63.5%
\$694,445 - \$1,515,152	66.7%
Over \$1,515,152	Negotiable
<b>Maximum Order Threshold (MOT)</b>	<b>\$1,515,152</b>

Accessories (Wand and Link Lights, Ergonomic Tools)	
Order Size at List	Discount from List
\$0 - \$563,380	64.0%
Over \$563,380	Negotiable
<b>Maximum Order Threshold (MOT)</b>	<b>\$563,380</b>

Trooper, Tolleson Side, and Nimble Seating	
Order Size at List	Discount from List
\$0 - \$606,061	65.9%
Over \$606,061	Negotiable
<b>Maximum Order Threshold (MOT)</b>	<b>\$606,061</b>

Relate, Seek, Inspire, Access, Mimeo, Lyric, Quip, Evo, O6, Pli, and Svelte Seating	
Order Size at List	Discount from List
\$0 - \$533,333	61.2%
Over \$533,333	Negotiable
<b>Maximum Order Threshold (MOT)</b>	<b>\$533,333</b>

Acuity Seating	
Order Size at List	Discount from List
\$0 - \$539,084	61.7%
Over \$539,084	Negotiable
<b>Maximum Order Threshold (MOT)</b>	<b>\$539,084</b>

Scout Seating	
Order Size at List	Discount from List
\$0 - \$571,429	63.9%
Over \$571,429	Negotiable
<b>Maximum Order Threshold (MOT)</b>	<b>\$571,429</b>

Social Collaborative Seating/Tables/Conferencing, Clarity, Co Ho, Parallel, Park, Recharge, Retreat, Townhall Collection (Rock, Wedge, Peak, Summit, Picnic, Cloud), Two-Thirds	
Order Size at List	Discount from List
\$0 - \$500,000	56.5%
Over \$500,000	Negotiable
<b>Maximum Order Threshold (MOT)</b>	<b>\$500,000</b>

Gunlocke	
Order Size at List	Discount from List
All Size Orders	61.0%

## For Dealer & Sales Reference Only

SERVICING FEES	
Dealer Servicing Fee	10%

### ORDER PLACEMENT

#### COMPASS CODES

- 7019 – ASI STATE LOCAL CONCENSYS INVOICE TO ENDUSER
- 7021 – ASI STATE LOCAL CONCENSYS INVOICE TO DEALER
- 7034 – ASI STATE LOCAL ALIGN STRIDE INVOICE TO ENDUSER
- 7036 – ASI STATE LOCAL ALIGN STRIDE INVOICE TO DEALER
- 0817 – ASI ST LOCAL CONCENSYS INV TO ENDUSER RAPID ADV
- 0818 – ASI ST LOCAL CONCENSYS INV TO DEALER RAPID ADV
- 0819 – ASI ST LOCAL ALIGN STRIDE INVOICE TO ENDUSER RAPID ADV
- 0820 – ASI ST LOCAL ALIGN STRIDE INVOLICE TO DEALER RAPID ADV

#### AGENCY ORDERS PLACED DIRECTLY WITH ALLSTEEL

**Orders issued direct to Allsteel must adhere to the following rules:**

- » Orders MUST be made out to Allsteel LLC c/o Servicing Dealer.
- » Orders MUST reflect the correct contract pricing. Orders with incorrect pricing will be sent back to the dealer who will correspond directly with the End User for appropriate modifications.
- » Orders MUST reference "Allsteel State & Local Purchasing Program."
- » Orders MUST be submitted to Allsteel's Government Customer Service team by the following methods:
  - EDI or Electronic Ordering: Please contact Customer Service for full details.

#### ORDERS ARE PLACED THROUGH THE AUTHORIZED DEALER

**Orders issued direct to Authorized Dealer must adhere to the following rules:**

- » Both the End User purchase order to the dealer and the dealers order to Allsteel, must reference "Allsteel State & Local Purchasing Program."
- » The dealer **must** provide a copy of the End User's purchase order to Allsteel.
- » End User pricing must match Allsteel's stated contract pricing. The dealer is not authorized to change discounting or net pricing to the customer without written authorization from Allsteel.

## CONTACT INFORMATION

**Allsteel Customer Support**

888-255-7833

[governmentsupport@hniworkplacefurnishings.com](mailto:governmentsupport@hniworkplacefurnishings.com)

Order Assistance: [ASIOOrder@allsteeloffice.com](mailto:ASIOOrder@allsteeloffice.com)

Compass Ordering Issues: [HNIPortalSupport@hnicorp.com](mailto:HNIPortalSupport@hnicorp.com)

Credit Assistance (Invoice copies, payment information): [credit@hniworkplacefurnishings.com](mailto:credit@hniworkplacefurnishings.com)

Contracts & Compliance details: [AllsteelGovContracts@allsteeloffice.com](mailto:AllsteelGovContracts@allsteeloffice.com)

Feel free to contact your local Allsteel Business Development Manager