Contract Summary

Contract Expiration

January 21, 2028

ELIGIBLE END-USERS

» All state agencies, institutions of higher institution, political subdivisions and other entities authorized to use statewide contracts in the State of Iowa.

CONTRACT TERMS & CONDITIONS

Payment Terms Net 30 Days

DELIVERY

» All deliveries will be F.O.B. destination, freight pre-paid and allowed, with all transportation and handling charges paid by the Contractor.

SERVICES

» All services will be negotiated on a project-by-project basis.

PRODUCT & PRICING INFORMATION

DISCOUNTS/PRODUCTS

See Matrix for discounts and available products.

NON-CONTRACT ITEMS

Items not approved on contract cannot be quoted or represented as a contract sale; non-contract items will not be accepted on an order.

SPECIALS

Specials are approved on contract with the following limitations:

- » The special must be a modification to an already approved base model accepted on this contract.
- » List pricing is determined on a case-by-case basis; all requests should be sent to the HNI Customer Support team <u>governmentsupport@hniworkplacefurnishings.com</u>

Approved specials will receive discounts consistent with the base model discounts already approved on contract.

DISCOUNT MATRIX & PRODUCT LISTING

Allsteel Price List

February 1, 2024

Gather, Parallel, Clarity, CoHo, Jetty-Mod, Park, Recharge, Retreat, Townhall Collection, Vicinity (Rock, Wedge, Peak, Summit, Picnic, Cloud), Two Thirds, Vicinity, Gather, Park, Recharge, Townhall Collection (Peak, Picnic), Belong, Rise54.60%Ergo Accessories, LED Lights, Hands-Free Pulls, Hand Sanitizer Solutions58.40%Relate, Seek, Inspire, Access, Mimeo, Lyric, Quip, Evo, Svelte, OG, Pli60.90%Acuity61.40%Acuity61.40%Acuity63.20%Essentials Storage Towers, Overfiles, Bookcases65.20%Nimble65.70%Essentials Laterals69.70%Align Metal Storage, Radii73.20%Cadence, Involve, Approach, Essentials Pedestals, Further, Altitude Height Adjustable, Concensys, Optimize, Terrace, Metal/Acrylic Screens, Mural, Daybook, Universal Screens70.80%Further Adaptive Supports70.80%Stride, Gallery Panels, FIT74.00%HBFSo to \$50k \$50k to \$150kOver \$150k \$50c to \$150kHBFSo to \$50k \$50k to \$150kOver \$150k \$50k to \$150kAspect & Beyond Architectural ProductsTier 1 \$10 to \$50k \$50 to \$150kTier 2 \$10 to \$50k \$50 to \$150kTier 3 \$10 to \$50k \$50 to \$150k	Product Line	Discount		
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		Tier 1	Tier 2	Tier 3
	Aspect & Beyond Architectural Products	\$0 to \$50k	\$50k to \$150k	Over \$150k
0010070 0712070 0010070		55.90%	57.10%	59.00%

*Authorized Architectural Product dealers only. Please contact <u>archproducts@allsteeloffice.com</u> for additional information. Prices do not include freight. These charges will be listed as separate line items on the quote, purchase order, and invoice, unless otherwise agreed to in writing, and each charge is contingent upon final destination of the product. All applicable taxes and freight charges will be added to Allsteel's invoice, and the customer agrees to pay the same.



For Dealer & Sales Reference Only

SERVICING FEES					
Dealer Servicing Fee	14% for Allsteel, Gunlocke, and HBF 20% for Architectural Products				
ORDER PLACEMENT					
	COMPASS CODES				
» B549 NASPO Iowa PA Invo	ice to End-User				
» B550 NASPO Iowa PA Invo	ice to Dealer				
» B551 NASPO IA APG Invoid	e to Dealer				
AGENCY ORDERS PLACED DIRECTLY WITH ALLSTEEL					
Orders issued direct to Allsteel must adhere to the following rules:					
» Orders MUST be made out	» 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 include the contract number MA23127.					
» Orders MUST be sent to Allsteel's Government Customer Service team by the following methods:					
 EDI or Electronic Order 	EDI or Electronic Ordering: Please contact Customer Service for full details.				
ORDERS ARE PLACED THROUGH THE AUTHORIZED DEALER					
Select Authorized Dealers have been approved by the State of Iowa to receive purchase orders and payments; dealers must adhere to the following rules:					
» Both the End User purchase order to the dealer and the dealers order to Allsteel, must reference Allsteel's contract number MA23127.					
» The dealer <u>must</u> provide a	» 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.					
Dealer <u>must</u> provide the follo	wing information:				
» End User Business Name					
» End User Address – Address, City, State, Zip					
» End User Purchase Order Number					
» All Services that are charge	» All Services that are charged (Install, Design, etc)				

DEALER ADDITIONS/UPDATES

Dealers can be updated on a quarterly basis with approval from Allsteel and the State of Iowa.

Due dates for Sales to send complete submittals are January 1, April 1, July 1, and October 1.

Required Documentation to add a Dealer are as follows:

- » Allsteel Dealer Agreement Form
- » Allsteel General Information Form
- » NASPO Webpage Dealer Information Form
- » Dealer Flow-down Letter

For further details regarding new dealer setups, please contact HNI Government Support at governmentsupport@hniworkplacefurnishings.com

HELPFUL WEBSITE LINKS

NASPO Website

Portfolio Details - NASPO ValuePoint

CONTACT INFORMATION					
Allsteel Customer Support	888-255-7833	governmentsupport@hniworkplacefurnishings.com			
Order Assistance: <u>ASIOrder@allsteeloffice.com</u>					
Compass Ordering Issues: <u>HNIPortalSupport@hnicorp.com</u>					
Credit Assistance (Invoice copies, payment information): credit@hniworkplacefurnishings.com					
Contracts & Compliance details: <u>AllsteelGovContracts@allsteeloffice.com</u>					
Feel free to contact your local Allsteel Business Development Manager					