



State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES

25 Capitol Street - Room 100
Concord, New Hampshire 03301
(603) 271-3201 Office@das.nh.gov

Charles M. Arlinghaus
Commissioner

Catherine A. Keane
Deputy Commissioner

Sheri L. Rockburn
Assistant Commissioner

October 18, 2023

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Administrative Services (DAS) to enter into a contract with MillerKnoll, Inc. (VC#469746), Chicago, IL, in an amount up to and not to exceed \$1,464,108.65 for office furniture and related services through a participating agreement with the National Association of State Procurement Officials (NASPO) Value Point (Contract MA3967) effective upon Governor and Executive Council approval through January 21, 2028.

Funding shall be provided through individual agency expenditures, none of which shall be permitted unless there are sufficient appropriated funds to cover the expenditure.

EXPLANATION

The Department of Administrative Services, Bureau of Purchase and Property (BoPP) is requesting to join this NASPO agreement via a participating agreement. This participating agreement is aligned with the master agreement set in place by NASPO and the lead state, Utah, through a request for proposal (RFP) process, which included sourcing eighteen select vendors through the NASPO sourcing platform. NASPO received 18 responses, resulting in 10 contracts for office furniture and related services. Of which, BoPP would like to participate in 3 of the resulting contracts.

The BoPP also issued a request for bid (RFB) #2819-24 on September 6, 2023, with responses due on September 21, 2023, to determine if the State should participate in this master agreement through NASPO or contract direct to meet the agency need. This RFB reached 35 vendors through the NIGP electronic sourcing platform with an additional 5 directly sourced. There were three compliant responses received. Upon reviewing the bid response from Creative Office Interiors, the vendor offered lower percent discounts on all categories for MillerKnoll furniture compared to the higher percent discounts offered on all categories from the NASPO Value Point contract (Contract MA3967) based on the example provided herein this represents a cost avoidance of approximately 27%.

The BoPP is requesting based off the results of the RFB, to participate in three office furniture and related services contracts through NASPO, with the following vendors, MillerKnoll, Inc., Haworth, Inc. and Allsteel, inc. This request upon approval will provide brand consistency with existing MillerKnoll furniture, in addition to cost savings associated with the higher percent discounts available through NASPO. This will allow for connectivity with existing furniture, layouts, and designs. Sourcing a different vendor would require changes to State layouts and would affect consistency of items already in place. This also allows the State to retain the incumbents with the highest usage from the current contracts. Participating in this NASPO agreement would allow for reliable delivery and set up services which is essential to the State of New Hampshire and those needing to purchase compatible items. Utilizing participants would be required to obtain a request for quote (RFQ) for any office reconfiguration or installation services from all contracted vendors. The purchasing entity may select the quote that would be most advantageous or cost effective.

Upon approval these contracts will allow for connectivity to existing infrastructure for expansion as opposed to complete replacement of office equipment in use today. With many State agencies already using MillerKnoll, Haworth and Allsteel office furniture, it would be beneficial to enter into these NASPO agreements. The NASPO solicitation with MillerKnoll has produced discount rates off published list pricing of up to 70%. The attached bid summary represents most commonly purchased items and includes links to the published list pricing. The following table shows prices compared between the NASPO Agreement and the low compliant bidder from RFB #2819-24 for the MillerKnoll Category.

EXAMPLE: 17 Most commonly purchased items Commercial Office Interiors (RFB 2819-24) Vs. MillerKnoll (NASPO)						
Company	Qty.	List Price	Extended List Price	Sell Price	Extended Sell Price	Difference \$
Commercial Office Interiors (RFB 2819-24)	50	\$ 37,976.00	\$ 1,898,800.00	\$ 18,988.00	\$ 949,400.00	\$ 253,870.50
MillerKnoll (NASPO)	50	\$ 37,976.00	\$ 1,898,800.00	\$ 13,910.59	\$ 695,529.50	\$ (253,870.50)

The requested price limitation of \$1,464,108.65 will cover the full term of this requested contract and is based on financial research conducted by BoPP on State historical and projected spend.

Contract financials	
Annual cost	\$292,821.73
Price limitation (5 year term)	\$1,464,108.65

Based on the foregoing, I am respectfully recommending approval of the contract with MillerKnoll, Inc.

Respectfully submitted,



Charles M. Arlinghaus
Commissioner



Division of Procurement Support Services
Bureau of Purchase Property

Gary S. Lunetta
Director
(603) 271-2201

RFB Bid Summary

Bid	Commercial Office Furniture	Agency	DAS
RFB#	2819-24	Requisition#	N/A
Agent Name	Lincoln Adams	Bid Closing	9/21/23 @ 10:00 AM

Quantity	UOM	Product Description	WB Mason Co. Inc.	Allsteel - NASPO	Commercial Office Interiors	MillerKnoll - NASPO	Office Interiors Limited	Haworth - NASPO
			Allsteel	Allsteel - NASPO	MillerKnoll	MillerKnoll - NASPO	Haworth	Haworth - NASPO
			Percent Discount	Percent Discount	Percent Discount	Percent Discount	Percent Discount	Percent Discount
1	EA	Desks	70%	46% - 74.3%	50%	22.5% - 70.75%	67%	51% - 81%
1	EA	Lateral File	70%	70% - 73.5%	50%	66.5%	67%	53% - 80%
1	EA	Seating	69%	46% - 66%	50%	22.5% - 59.5%	67%	15% - 65%
1	EA	Monolithic Panel Systems (Work Stations)	70%	73.6% - 74.3%	50%	50.5% - 70.75%	75%	48.75% - 81%
1	EA	Manual Sit to Stand Workstations	53%	58.8%	50%	66.5% - 68.5%	50% - 75%	58% - 60%
1	EA	Automatic Sit to Stand Workstations	70%	73.6%	50%	66.5% - 68.5%	50% - 75%	58% - 60%
1	EA	Task Lights/Desktop Lights	55%	58.8%	68%	68% - 70.75%	50%	53%

Recommendation Summary		
	From RFB 2819-24	From Naspo RFP CT22-29
Statewide Contract or Amendment	Statewide Contract	NASPO Agreements
Term of Contract	4 years	5 years
Number of Solicitations Received	4	18
Number of Sourced bidders	5	18
Number of NIGP Vendors Sourced	35	0
Number of non-responsive bidders	36	0
P-37 Checklist Complete	Yes	N/A
Method of Payment (P-card/ACH)	P-Card/ACH	P-Card/ACH
FOB Delivered	YES	Yes

Special	The 67% discount for Haworth seating offered by Office Interiors is only for one specific chair model and the NASPO Haworth pricing covers 53 different models. The DAS also issued a request for bid (RFB) #2819-24 on September 6, 2023, with responses due on September 21, 2023; to determine if the state should participate in this master agreement through NASPO. There were four compliant responses received. Upon reviewing the bid response from Creative Office Interiors, the vendor offered lower percent discounts on all categories for MillerKnoll furniture compared to the higher percent discounts offered on all categories from the NASPO Value Point contract (Contract MA3967).
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Division of Procurement Support Services
Bureau of Purchase Property

Gary S. Lunetta
Director
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Example for commonly purchased items
NASPO compared to RFB 2819-24 MillerKnoll category

EXAMPLE: Most commonly purchased items if through Commercial Office Interiors												
Item	Vendor Name	Catalog	Tag/ Page#	Product Id	Description	Quantity	Vendor List	Extended List	Discount %	Sell	Extended Sell	Catalog List Price
1	Herman Miller Inc	HGN	70	ET123CLCC--WN-WN-PA-WN-BU-C	@Eames Conference TableRoundContract BaseLaminate Top/Vinyl EdgeCe	50	\$ 2,370.00	\$ 118,500.00	50%	\$ 1,185.00	\$ 59,250.00	\$ 2,370.00
2	Herman Miller Inc	HGN	130	ET156VSCC2--RA-WN-PA-LT-LU-G	+Eames Conference TableOvalSegmented BaseVeneer Top/Vinyl Edge2 Ro	50	\$ 6,015.00	\$ 300,750.00	50%	\$ 3,007.50	\$ 150,375.00	\$ 6,015.00
3	Herman Miller Inc	HTD	8	L2PM.20BFH08A--M-WL-HM-NK-KC	@Mobile Pedestal20" dBHigh-pressure lam w/ thermo edge1 1/8" high-pr	50	\$ 1,943.00	\$ 97,150.00	50%	\$ 971.50	\$ 48,575.00	\$ 1,943.00
4	Herman Miller Inc	HTD	34	L2CD.OF72161BEH08A--M-CL-HY-NK-CB-KC	@Crdnz - Open w/ File/Shelf72" w16 1/2" dbase36" file left open rthigh-pr	50	\$ 3,442.00	\$ 172,100.00	50%	\$ 1,721.00	\$ 86,050.00	\$ 3,442.00
5	Herman Miller Inc	MER	23	26-3620-2N--SS-8Q-T2-KC-B4-CB-9R	+FileFS Lat Std Pull2 11 3/4" Dwr 36W 20D OPTION: SS:+smooth paint on sr	50	\$ 1,303.00	\$ 65,150.00	50%	\$ 651.50	\$ 32,575.00	\$ 1,303.00
6	Herman Miller Inc	MER	37	M14-1528-BF--SS-CN-T3-KC-C	+PedMobileBvl PullB/F 15W 28D OPTION: SS:+smooth paint on smooth ste	50	\$ 913.00	\$ 45,650.00	50%	\$ 456.50	\$ 22,825.00	\$ 913.00
7	Herman Miller Inc	HST	4	AER1B33AW--ALP-G1-G1-G1-BB-BK-231-03	+Work ChairNew AeronB SizeHigh-Hgt Range AdjTlt Lim and Seat AngleHgt	50	\$ 2,261.00	\$ 113,050.00	50%	\$ 1,130.50	\$ 56,525.00	\$ 2,261.00
8	Herman Miller Inc	HST	5	PIA1B327AA--AJ-BK-36501-BB-1MN-03	+Verus Wk Chair AssembledInterweave 2 suspension backstandard-height	50	\$ 1,261.00	\$ 63,050.00	50%	\$ 630.50	\$ 31,525.00	\$ 1,261.00
9	Herman Miller Inc	HAO	203	A2310.3072C--BU-PLY-LU	@Sq-Edge Rect Wk Surf30" d72" whigh-pressure lam top/universal edge w	50	\$ 1,068.00	\$ 53,400.00	50%	\$ 534.00	\$ 26,700.00	\$ 1,068.00
10	Herman Miller Inc	HAO	276	A3810.248CL--KD-LT-RK-CL	+F-Style Sliding Door Storage UnitVnr DoorLock 22H 48W OPTION: KD:+key	50	\$ 1,312.00	\$ 65,600.00	50%	\$ 656.00	\$ 32,800.00	\$ 1,312.00
11	Herman Miller Inc	HTU	NA	LV110.248BF--SB-SS-8Q-KC-2M-HN	+Ped V-PullMobile 24D B/B/F OPTION: SB:+full-extension ball-bearing OPTI	50	\$ 930.00	\$ 46,500.00	50%	\$ 465.00	\$ 23,250.00	\$ 930.00
12	Herman Miller Inc	HTU	65	LK20D.421--SS-98-KC-DB3-CB-2R	+Lat FileBar Pull FreestdPtd Mtl Frnt 2 Dwr Raised Hgt 42W OPTION: SS:+sr	50	\$ 2,105.00	\$ 105,250.00	50%	\$ 1,052.50	\$ 52,625.00	\$ 2,105.00
13	Herman Miller Inc	HTU	93	LK310D.65LS--SR-SS-LU-KD-G1-CH-3M	+Stg TwrBar PullSd Fcng BckcasePtd Mtl FrntWdrb LftB/B/F 65H OPTION: S	50	\$ 3,886.00	\$ 194,300.00	50%	\$ 1,943.00	\$ 97,150.00	\$ 3,886.00
14	Herman Miller Inc	HGN	5	DU6ACS.3054CC--NNP-TPG-39-PLY-98-PSC-NNN-57	@Rectangle Table w/ C-Footsq-edge30" d (29" surf size)54" w (52" surf size	50	\$ 3,278.00	\$ 163,900.00	50%	\$ 1,639.00	\$ 81,950.00	\$ 3,278.00
15	Herman Miller Inc	HGN	16	DU6ATT.3072LE--NNP-SUD-98-98-98-PSC-CAC-57	@Renew Rect Tbl T-FootThin-EdgeLam Top/Thermo EdgeElec Std Range 30	50	\$ 4,836.00	\$ 241,800.00	50%	\$ 2,418.00	\$ 120,900.00	\$ 4,836.00
16	Herman Miller Inc	HBE	99	Y1414.L10S--98	+Logic Mini1 simplex receptacles 1 pwr USB A/C Combo10' cord/conduitsu	50	\$ 468.00	\$ 23,400.00	50%	\$ 234.00	\$ 11,700.00	\$ 468.00
17	Herman Miller Inc	HBE	210	Y6480.FR--MS	+Tone Articulating Personal Task Lightfreestanding OPTION: MS:+metallic s	50	\$ 585.00	\$ 29,250.00	50%	\$ 292.50	\$ 14,625.00	\$ 585.00
							\$ 37,976.00	\$ 1,898,800.00		\$ 18,988.00	\$ 949,400.00	\$ 37,976.00

Example: Most commonly purchased items if through NASPO MillerKnoll, Inc. Agreement												
Item	Vendor Name	Catalog	Tag/ Page#	Product Id	Description	Quantity	Vendor List	Extended List	Discount %	Sell	Extended Sell	Catalog List Price
1	Herman Miller Inc	HGN	70	ET123CLCC--WN-WN-PA-WN-BU-C	@Eames Conference TableRoundContract BaseLaminate Top/Vinyl EdgeCe	50	\$ 2,370.00	\$ 118,500.00	65%	\$ 829.50	\$ 41,475.00	\$ 2,370.00
2	Herman Miller Inc	HGN	130	ET156VSCC2--RA-WN-PA-LT-LU-G	+Eames Conference TableOvalSegmented BaseVeneer Top/Vinyl Edge2 Ro	50	\$ 6,015.00	\$ 300,750.00	65%	\$ 2,105.25	\$ 105,262.50	\$ 6,015.00
3	Herman Miller Inc	HTD	8	L2PM.20BFH08A--M-WL-HM-NK-KC	@Mobile Pedestal20" dBHigh-pressure lam w/ thermo edge1 1/8" high-pr	50	\$ 1,943.00	\$ 97,150.00	65%	\$ 680.05	\$ 34,002.50	\$ 1,943.00
4	Herman Miller Inc	HTD	34	L2CD.OF72161BEH08A--M-CL-HY-NK-CB-KC	@Crdnz - Open w/ File/Shelf72" w16 1/2" dbase36" file left open rthigh-pr	50	\$ 3,442.00	\$ 172,100.00	65%	\$ 1,204.70	\$ 60,235.00	\$ 3,442.00
5	Herman Miller Inc	MER	23	26-3620-2N--SS-8Q-T2-KC-B4-CB-9R	+FileFS Lat Std Pull2 11 3/4" Dwr 36W 20D OPTION: SS:+smooth paint on sr	50	\$ 1,303.00	\$ 65,150.00	54%	\$ 599.38	\$ 29,969.00	\$ 1,303.00
6	Herman Miller Inc	MER	37	M14-1528-BF--SS-CN-T3-KC-C	+PedMobileBvl PullB/F 15W 28D OPTION: SS:+smooth paint on smooth ste	50	\$ 913.00	\$ 45,650.00	54%	\$ 419.98	\$ 20,999.00	\$ 913.00
7	Herman Miller Inc	HST	4	AER1B33AW--ALP-G1-G1-G1-BB-BK-231-03	+Work ChairNew AeronB SizeHigh-Hgt Range AdjTlt Lim and Seat AngleHgt	50	\$ 2,261.00	\$ 113,050.00	51%	\$ 1,107.89	\$ 55,394.50	\$ 2,261.00
8	Herman Miller Inc	HST	5	PIA1B327AA--AJ-BK-36501-BB-1MN-03	+Verus Wk Chair AssembledInterweave 2 suspension backstandard-height	50	\$ 1,261.00	\$ 63,050.00	51%	\$ 617.89	\$ 30,894.50	\$ 1,261.00
9	Herman Miller Inc	HAO	203	A2310.3072C--BU-PLY-LU	@Sq-Edge Rect Wk Surf30" d72" whigh-pressure lam top/universal edge w	50	\$ 1,068.00	\$ 53,400.00	68%	\$ 341.76	\$ 17,088.00	\$ 1,068.00
10	Herman Miller Inc	HAO	276	A3810.248CL--KD-LT-RK-CL	+F-Style Sliding Door Storage UnitVnr DoorLock 22H 48W OPTION: KD:+key	50	\$ 1,312.00	\$ 65,600.00	68%	\$ 419.84	\$ 20,992.00	\$ 1,312.00
11	Herman Miller Inc	HTU	NA	LV110.24BBF--SB-SS-8Q-KC-2M-HN	+Ped V-PullMobile 24D B/B/F OPTION: SB:+full-extension ball-bearing OPTI	50	\$ 930.00	\$ 46,500.00	65%	\$ 325.50	\$ 16,275.00	\$ 930.00
12	Herman Miller Inc	HTU	65	LK20D.421--SS-98-KC-DB3-CB-2R	+Lat FileBar Pull FreestdPtd Mtl Frnt 2 Dwr Raised Hgt 42W OPTION: SS:+sr	50	\$ 2,105.00	\$ 105,250.00	65%	\$ 736.75	\$ 36,837.50	\$ 2,105.00
13	Herman Miller Inc	HTU	93	LK310D.65LS--SR-SS-LU-KD-G1-CH-3M	+Stg TwrBar PullSd Fcng BckcasePtd Mtl FrntWdrb LftB/B/F 65H OPTION: S	50	\$ 3,886.00	\$ 194,300.00	65%	\$ 1,360.10	\$ 68,005.00	\$ 3,886.00
14	Herman Miller Inc	HGN	5	DU6ACS.3054CC--NNP-TPG-39-PLY-98-PSC-NNN-57	@Rectangle Table w/ C-Footsq-edge30" d (29" surf size)54" w (52" surf size	50	\$ 3,278.00	\$ 163,900.00	67%	\$ 1,081.74	\$ 54,087.00	\$ 3,278.00
15	Herman Miller Inc	HGN	16	DU6ATT.3072LE--NNP-SUD-98-98-98-PSC-CAC-57	@Renew Rect Tbl T-FootThin-EdgeLam Top/Thermo EdgeElec Std Range 30	50	\$ 4,836.00	\$ 241,800.00	67%	\$ 1,595.88	\$ 79,794.00	\$ 4,836.00
16	Herman Miller Inc	HBE	99	Y1414.L10S--98	+Logic Mini1 simplex receptacles 1 pwr USB A/C Combo10' cord/conduitsu	50	\$ 468.00	\$ 23,400.00	54%	\$ 215.28	\$ 10,764.00	\$ 468.00
17	Herman Miller Inc	HBE	210	Y6480.FR--MS	+Tone Articulating Personal Task Lightfreestanding OPTION: MS:+metallic s	50	\$ 585.00	\$ 29,250.00	54%	\$ 269.10	\$ 13,455.00	\$ 585.00
							\$ 37,976.00	\$ 1,898,800.00		\$ 13,910.59	\$ 695,529.50	\$ 37,976.00

Company	List Price Total	Extended List Price Total	Sell Price Total	Extended Sell Price Total	Difference \$
Commercial Office Interiors	\$ 37,976.00	\$ 1,898,800.00	\$ 18,988.00	\$ 949,400.00	253,870.50
MillerKnoll NASPO	\$ 37,976.00	\$ 1,898,800.00	\$ 13,910.59	\$ 695,529.50	(253,870.50)

MillerKnoll

NASPO ValuePoint Price List - August 2022 Office Furniture and Related Services Solicitation #CT22-79

Brand	Product Line	Price Book Link
Geiger	All product lines	https://www.geigerfurniture.com/resources/product-information/price-books/
Hay	All product lines	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/hay/PB_HAY.pdf
Herman Miller	Action Office System	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_AOS.pdf
Herman Miller	Aeron	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_AEN.pdf
Herman Miller	Ambit	https://www.hermanmiller.com/content/dam/proposal_center/naspo/ambit.pdf
Herman Miller	Aside Chair	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_ASI.pdf
Herman Miller	Axa	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_AFC.pdf
Herman Miller	Canvas Channel	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CCB.pdf
Herman Miller	Canvas Dock	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CDB.pdf
Herman Miller	Canvas Group	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CFS.pdf
Herman Miller	Canvas Filing Metal	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CFS.pdf
Herman Miller	Canvas Wall and Private Office	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CWB.pdf
Herman Miller	Canvas Vista	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CVV.pdf
Herman Miller	Canvas Storage	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CFS.pdf
Herman Miller	Caper Chair	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CAP.pdf
Herman Miller	Collection	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_HCL.pdf
Herman Miller	Commend	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CNS.pdf
Herman Miller	Compass	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CMP.pdf
Herman Miller	Cosm	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CSM.pdf
Herman Miller	CoStruc	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_COS.pdf
Herman Miller	Eames Conference/Dining Tables	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_ETA.pdf
Herman Miller	Eames Tandem Sling Seating	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_ETS.pdf
Herman Miller	Embody	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_EMB.pdf
Herman Miller	Ethospace	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_ETH.pdf
Herman Miller	Everywhere Tables	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_EWT.pdf
Herman Miller	Exclave	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_EPG.pdf
Herman Miller	Headway Tables	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_HWT.pdf
Herman Miller	Height Adjustable Benching	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_HAB.pdf
Herman Miller	Intent Solution	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_IES.pdf
Herman Miller	Keyn	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_KYN.pdf
Herman Miller	Lab Stool	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_LAB.pdf
Herman Miller	Layout Studio	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_LSN.pdf
Herman Miller	Limerick	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_LIM.pdf
Herman Miller	Lino	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_LCS.pdf
Herman Miller	Live Platform	https://www.hermanmiller.com/products/smart-office/live-platform/
Herman Miller	Meridian Pedestals	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MPE.pdf
Herman Miller	Meridian Lateral Files	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MLF.pdf
Herman Miller	Meridian Storage Towers	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MST.pdf
Herman Miller	Meridian Storage Cases, Powered	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MSC.pdf
Herman Miller	Mirra 2	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MIT.pdf
Herman Miller	Mora	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MRA.pdf
Herman Miller	Motia	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MOT.pdf
Herman Miller	Nevi Tables	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_NEV.pdf
Herman Miller	OE1	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_OE1.pdf
Herman Miller	Overlay	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_OVR.pdf
Herman Miller	Plex	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_PLX.pdf
Herman Miller	Procedure/Supply Carts	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CAR.pdf
Herman Miller	Pronta	https://www.hermanmiller.com/products/seating/stacking-chairs/pronta-stacking-chair/pro-resources/
Herman Miller	Prospect	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_PPR.pdf
Herman Miller	Public Office Landscape	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_PUB.pdf
Herman Miller	Renew Tables	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_REN.pdf
Herman Miller	Sayl	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_SYL.pdf
Herman Miller	Setu	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_SET.pdf
Herman Miller	Swoop	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_SWP.pdf
Herman Miller	Thrive	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MIT.pdf

Herman Miller	Tu Metal Storage	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_TMS.pdf
Herman Miller	Tu Wood Storage	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_TWS.pdf
Herman Miller	Valor	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_VAL.pdf
Herman Miller	Verus	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_VER.pdf
Herman Miller	Whisk	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_WSK.pdf
Knoll	All product lines	Knoll Price Book Library
naughtone	All product lines	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/naughtone/PB_NAU.pdf
Nemschoff	All product lines *See product pages for pricing	https://www.hermanmiller.com/products/healthcare/all-healthcare/

NASPO ValuePoint
PARTICIPATING ADDENDUM



OFFICE FURNITURE (2023-2028)
Led by the State of Utah

Master Agreement #: MA3967

Contractor: **MILLERKNOLL, INC.**

Participating Entity: **STATE OF NEW HAMPSHIRE**

The following products or services are included in this contract portfolio:

- All products and accessories listed on the Contractor page of the NASPO ValuePoint website.

Master Agreement Terms and Conditions:

Participating Entity

Name:	State of New Hampshire Department of Administrative Services
Address:	25 Capitol Street, Concord, NH 03301
Telephone:	603-271-0580
Fax:	603-271-2700
Email:	Lincoln.J.Adams@DAS.NH.GOV

1. PARTICIPATING ENTITY MODIFICATIONS OR ADDITIONS TO THE MASTER AGREEMENT

These modifications or additions apply only to actions and relationships within the Participating Entity.

Participating Entity must check one of the boxes below.

☐ No changes to the terms and conditions of the Master Agreement are required.

☒ The following changes are modifying or supplementing the Master Agreement terms and conditions.

PARTICIPATING ADDENDUM

This Participating Addendum (the "Participating Addendum") is entered into by and between the STATE OF NEW HAMPSHIRE, acting by and through its Department of Administrative Services ("State"), and MillerKnoll, an Illinois corporation with a principal place of business located at 22764 Network Place Chicago 60673-1227 ("Contractor"). Participating State and Contractor are sometimes referred to herein singularly as a "Party" or collectively as the "Parties").

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RECITALS

WHEREAS, the State of Utah (the "Lead State"), acting on behalf of member states of the NASPO ValuePoint Purchasing Program, and Contractor entered into the NASPO ValuePoint Master Agreement (Master Agreement No. MA3967) dated January 22, 2023 (the "Master Agreement"), wherein Contractor agreed to provide office furniture and other services ancillary thereto to Participating Entities upon the terms and conditions set forth in the Master Agreement;

WHEREAS, Participating State is a member of the NASPO ValuePoint Purchasing Program; and

WHEREAS, Participating State desires to participate in Contractor's offering the good and services under the Master Agreement subject to the terms and conditions of this Participating Addendum;

NOW, THEREFORE, in consideration of the foregoing recitals, the receipt and sufficiency of which are hereby conclusively acknowledged, the Parties hereby agree as follows:

1. Scope. This Participating Addendum governs Participating State's participation in the Master Agreement by and between Contractor and Lead State. This Participating Addendum shall cover all of the Products and Services offered by Contractor to Participating State under the Master Agreement. The Parties agree that the terms and conditions of the Master Agreement shall be subject to the terms and conditions of this Participating Addendum.

2. Incorporation of Master Agreement. The terms and conditions of the Master Agreement are attached hereto as Schedule 1 and incorporated herein by reference. All undefined capitalized terms used herein shall have the same meanings assigned to them in the Master Agreement. Certain other capitalized terms are defined elsewhere within the text of this Participating Addendum and, throughout this Participating Addendum, those terms shall have the meanings respectively ascribed to them. In the event of any conflict or inconsistency between the terms and conditions hereof and any terms and conditions set forth in the Master Agreement, the terms and conditions of this Participating Addendum shall prevail.

3. Participation; Authorized Purchasers. The Products and Services available for purchase under the Master Agreement by way of this Participating Addendum may be ordered and purchased by all departments, divisions, or other executive agencies eligible to use statewide contracts within the State of New Hampshire (each, an "Authorized Purchaser"). Contractor shall not accept, and Participating State shall not be obligated to pay for, Orders from any person or entity that is not authorized by Participating State to order or purchase any of the Products and Services offered by Contractor under this Participating Addendum and the Master Agreement. All determinations of eligibility to participate in the Master Agreement through this Participating Addendum are solely within the authority of Participating State's Procurement Officer identified in Section 15(b) below.

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PARTICIPATING ADDENDUM**OFFICE FURNITURE (2023-2028)**

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4. Effective Date of Participating Addendum. Notwithstanding any terms and conditions in the Master Agreement to the contrary, this Participating Addendum is subject to the approval of the Governor and Executive Council of the State of New Hampshire, and Participating State shall not be bound by the terms and conditions of this Participating Addendum or the Master Agreement until the date of such approval (the "Participating Addendum Effective Date").

5. Term. The term of this Participating Addendum shall begin on the Participating Addendum Effective Date and end on January 21, 2028, unless terminated earlier in accordance with the terms and conditions of the Master Agreement or this Participating Addendum. In the event that Lead State and Contractor agree to extend the term of the Master Agreement, then Participating State shall have the option to extend the term of this Participating Addendum for an additional term not to exceed the extended term of the Master Agreement.

6. Funds Available and Authorized; Non-Appropriation. Participating State's obligations under this Participating Addendum and the Master Agreement are subject to the availability of sufficient legislative appropriations allotments, or other expenditure authority and, if Participating State is expending federal funds, the availability of such federal funds. In the event of the reduction, elimination, or modification of the appropriation or availability of funding for this Participating Addendum, in whole or in part, Participating State shall have the right to withhold payment until such funds become available, if ever, and shall have the right to reduce or terminate this Participating Addendum immediately upon written notice to Contractor.

7. Subcontractors: All contractors, dealers, and resellers authorized in the State of New Hampshire, as shown on the dedicated Contractor website, are approved to provide sales and service support to participants in the NASPO ValuePoint Master Agreement. The contractor's dealer participation will be in accordance with the terms and conditions set forth in the Master Agreement.

8. Orders. Any Order placed by Participating State for the Products and Services available from this Master Agreement shall be deemed to be a sale under (and governed by the prices and other terms and conditions) of the Master Agreement, subject to the terms and conditions of this Participating Addendum, unless the parties to the order agree in writing that another contract or agreement applies to such order.

9. Non-Exclusivity. This Participating Addendum is not exclusive, and Participating State may acquire the Products and Services available under the Master Agreement and this Participating Addendum from other third parties.

10. Independent Contractor. Contractor and Subcontractors shall act at all times as an independent contractor, and not as an agent or employee of the Participating State, in the performance of its obligations under this Participating Addendum and the Master Agreement. Contractor shall not have any authority to legally bind Participating State. Neither Party shall make any statements, representations, or commitments of any kind or to take any action binding on the other except as expressly provided for herein or authorized in writing by the Party to be bound.

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11. Invoice Requirements.

a. To request payment for each Order made hereunder, Contractor shall submit an original invoice to the office of the Authorized Purchaser that submitted the Order. The contents of the invoice must include, at a minimum, the following:

i. Contractor's name and address;

ii. Contractors Federal Employer Identification Number;

iii. Contractor's payment address;

iv. The Order number; and

v. A description of the Products and Services that Contractor delivered with, as applicable, the date, serial number, quantity, unit price, and total price of the Products and Services for which payment is sought.

b. If an invoice submitted by Contractor does not meet the requirements of this Section 11, then the Authorized Purchaser will send a written notice to Contractor that describes the defect or impropriety of the invoice and any additional information that Contractor needs to correct the invoice.

c. Participating State may request Contractor for additional documentation to support payment of any invoice. Contractor shall respond to any such requests within five (5) calendar days of receipt. Participating State's payment obligations are conditioned upon receipt of an invoice that complies with this Section 11 and includes any supporting documentation as may be requested by Participating State.

d. Participating State's payment will not be due until thirty (30) calendar days after the latter of (i) receipt of an invoice that complies with this Section 11, the completion of the Services, or the delivery of the Products.

12. Termination; Default and Remedies.

a. Termination for Convenience. Participating State may terminate this Participating Addendum, including any unfulfilled Orders made hereunder, in whole or in part, at any time without cause at any time by providing Contractor with thirty (30) calendar days' advance written notice.

b. Termination for Cause. If Contractor fails to perform under this Participating Addendum, including any Orders made hereunder, or fails to comply with any of the terms or conditions of this Participating Addendum, may issue a written notice of default to Contractor and immediately terminate all or any part of this Participating Addendum and any unfulfilled Orders made hereunder.

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c. Other Remedies Preserved. Termination is not Participating State's exclusive remedy but will be in addition to any other rights and remedies available in law or in equity under this Participating Addendum and the Master Agreement. The exercise of any remedies hereunder will not constitute a termination of this Participating Addendum unless Participating State notifies Contractor in writing prior to the exercise of such remedy. Contractor shall also be liable for all costs and expenses, including court costs, incurred by Participating State in enforcing the terms and conditions of this Participating Addendum.

d. No Liability Upon Termination. If this Contract is terminated for any reason, Participating State shall not be liable to Contractor for any damages arising from or related to the termination. In the event that Participating State terminates this Participating Addendum, Participating State shall not be liable to Contractor for any reason, except for the payment of the Produces and Services ordered hereunder that are performed or delivered and accepted, as the case may be, in accordance with all terms and conditions of this Participating Addendum

13. Access to Records. Contractor will maintain all fiscal records relating to this Participating Addendum in accordance with generally accepted accounting principles and will maintain all other records relating to this Participating Addendum in such a manner as to clearly document Contractor's performance hereunder. Participating State shall have access to such fiscal books and records of Contractor which relate to this Participating Addendum to perform examination and audits and to make copies of the same. Contractor will retain and keep accessible all such fiscal books and records writings for a minimum of four (4) years, or such longer period as may be required by applicable law following final payment and termination of this Participating Addendum, or until the conclusion of any audit, controversy, or litigation arising out of or related to this Participating Addendum, whichever date is later.

14. Public Information.

a. Application of Right-to-Know Law. Participating State's obligations of confidentiality, if any, under the Master Agreement and this Participating Addendum are subject to disclosure pursuant to the New Hampshire Right-to-Know Law, RSA 91-A. Notwithstanding the terms and conditions set forth in Section 14 (b) below, Participating State shall have the sole and final authority as to whether the disclosure of any information relating to the transactions contemplated in this Participating Addendum or the Master Agreement is required under RSA 91-A.

b. Contractor's Designation of Trade Secrets and Confidential Information. If Contractor considers any portion of the materials disclosed to Participating State to be confidential or protected as a trade secret, Contractor must clearly designate that portion of the material as "CONFIDENTIAL," "TRADE SECRET," or any other language of similar import when submitted to Participating State. In the event that Participating State receives any request made pursuant to RSA 91-A that seeks the disclosure of materials designated by Contractor as being confidential or protected as a trade secret, and Participating State

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determines that the provisions of 91-A require the disclosure of the materials so designated, Participating State will notify Contractor of the following:

- i. The scope of the information sought through the request;
- ii. A description of the materials that Participating State will disclose in response to the request;
- iii. A description of the materials, if any, that are exempt from disclosure under the Right-to-Know Law pursuant to RSA 91-A:5; and
- iv. The date upon which Participating State will disclose the materials to the RSA 91-A requestor.

If Participating State concludes that the disclosure of materials designated by Contractor as being confidential or protected as a trade secret is required under RSA 91-A, Contractor shall be responsible for taking whatever appropriate legal action it deems necessary to prevent such disclosure to the RSA 91-A requestor. Notwithstanding the preceding sentence, any and all claims against Participating State pursuant to 91-A are subject to the terms and conditions set forth in Sections 21 through 23 of this Participating Addendum to the fullest extent permitted by law.

15. Primary Contacts; Notice. The Parties' respective primary points of contact for this Participating Addendum are the individuals named below as follows:

a. Contractor.

Name:	Preston Ziegler
Address:	22764 Network Place, Chicago, IL 60673-1227
Telephone:	(616) 654-8843
Email:	Preston.Ziegler@HermanMiller.com

b. Participating State.

Name:	Lincoln J. Adams
Address:	25 Capital Street Concord, NH 03301
Telephone:	(603) 271-0574
Email:	lincoln.j.adams@das.nh.gov

Except as otherwise expressly provided by law, any and all notices or other communications required or permitted to be given pursuant to this Participating Addendum shall be in writing and

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shall be deemed to be delivered when sent by U.S. mail, postage prepaid, or by email to each Parties' respective primary contracts identified above. Each Party may change its respective primary contacts by providing written notice of such change to the other Party in the manner specified by this Section 15.

16. Usage Reporting. Contractor shall submit quarterly usage reports for analysis by Participating State's Chief Procurement Officer identified in Section 15(b) above for each quarter during the term of this Participating Addendum as follows:

Reporting Period	Due Date
January 1 to March 31	April 30
April 1 to June 30	July 31
July 1 to September 30	October 31
October 1 to December 31	January 31

Each quarterly usage report shall be submitted electronically in a ".xls" or "CSV" format and shall In addition, be organized by Authorized Purchaser. In addition, each quarterly usage report shall include, at a minimum, the following information:

- a. Participating State's number assigned to this Participating Addendum, if any, and the number assigned to the Master Agreement;
- b. The names of all Authorized Purchasers that placed an Order under this Participating Addendum during the reporting period;
- c. A description of the Products and Services purchased by each Authorized Purchaser as well as the total price for each Order;
- d. Unit cost of all items purchased.
- e. The total price of all Orders during the reporting period; and
- f. Any other information as Participating State may reasonably request.

17. Click Through Terms and Conditions. If either Party uses a web based ordering system, an electronic purchase order system, an electronic order acknowledgement, a form of an electronic acceptance, or any software based ordering system with respect to any Products or Services ordered hereunder (each an "Electronic Ordering System"), the Parties acknowledge and agree that an Electronic Ordering System is for ease of administration only, and Contractor is hereby given notice that the persons using Electronic Ordering Systems on behalf of Participating State do not have any actual or apparent authority to create legally binding

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obligations that vary from the terms and conditions of this Participating Addendum. Accordingly, where an authorized Participating State user is required to "click through," otherwise accept, or be made subject to any terms and conditions in using an Electronic Ordering Systems, any such terms and conditions are deemed void upon presentation. Additionally, where an authorized Participating State user is required to accept or be made subject to any terms and conditions in accessing or employing any Products or Services, those terms and conditions will also be void.

18. Insurance. Contractor shall, at its own expense, obtain and continuously maintain in full force throughout the term of this Participating Addendum, the following types of insurance coverage:

- a. Commercial general liability insurance against all claims of bodily injury, death, or property damage in an amount of not less than One-Million and 00/100 Dollars (\$1,000,000.00) per occurrence and Two-Million and 00/100 Dollars (\$2,000,000.00) in the aggregate;
- b. Workers' compensation insurance as required by applicable workers' compensation laws for persons performing work under this Participating Addendum with limits not less than Five-Hundred Thousand and 00/100 Dollars (\$500,000.00) per accident.

Contractor shall provide Participating State with certificates of insurance for all insurance required under this Section 18 before furnishing any Products or Services pursuant to the Master Agreement and this Participating Addendum.

19. Equal Employment Opportunity. Contractor shall comply with all federal, state, and local laws, regulations, executive orders and ordinances applicable to Contractor, this Participating Addendum, and any Orders made under this Participating Addendum, as may be modified or adopted from time to time. Without limiting the generality of the foregoing, Contractor expressly agrees to comply with the following laws, regulations, and executive orders to the extent they are applicable to this Participating Addendum and the Orders made hereunder:

- a. Titles VI and VII of the Civil Rights Act of 1964, as amended;
- b. Sections 503 and 504 of the Rehabilitation Act of 1973, as amended;
- c. The Americans with Disabilities Act of 1990, as amended;
- d. Executive Order 11246, as amended;
- e. The Age Discrimination in Employment Act of 1967, as amended, and the Age Discrimination Act of 1975, as amended;
- f. The New Hampshire Law Against Discrimination, RSA 354-A, as amended;

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g. All regulations and administrative rules established pursuant to the foregoing laws; and

h. All other applicable requirements of federal and state civil rights and rehabilitation statutes, rules, and regulations.

20. Participating State's Set-Off Rights. Notwithstanding any terms and conditions contained herein to the contrary, Participating State shall have and retain all of its common law, equitable, and statutory rights of set-off. These set-off rights shall include, but not be limited to, Participating State's option to withhold any monies due to Contractor under this Participating Addendum up to any amounts due and owing to Participating State with regard to this Participating Addendum, or any other contracts or agreements between Contractor and Participating State, plus any amounts due and owing to Participating State for any other reason, including, without limitation, tax delinquencies, fee delinquencies, or monetary penalties relative thereto.

21. Indemnification. Notwithstanding any terms and conditions set forth herein to the contrary, Contractor shall indemnify and hold Participating State harmless from and against, and to reimburse Participating State for, any and all liabilities, penalties, assessments, judgments, claims, demands, debts, obligations, fines, damages, losses, fees and expenses, including attorney's fees and litigations costs, suffered or incurred by Participating State arising from any acts or omissions of Contractor in the performance of its obligations under this Participating Addendum. The terms and conditions of this Section 21 shall survive the expiration or termination of this Participating Addendum.

22. Limitation of Liability. To the fullest extent permitted by law, the Parties agree that in no event will Participating State, together with its officials, agents, and employees, be liable for any indirect, incidental, special, or consequential damages, including, without limitation, lost profits, even if Participating State had been advised, knew, or should have known of the possibility of such damages. The Parties further agree that Participating State's liability for any other damages not specified in the preceding sentence shall not exceed the Price Limitation.

23. Sovereign Immunity Preserved. Notwithstanding any terms and conditions set forth herein to the contrary, this Participating Addendum shall not be construed as a waiver of Participating State's sovereign immunity, which is hereby reserved by Participating State. The terms and conditions of this Section 23 shall survive the expiration or termination of this Participating Addendum.

Contractor shall provide Participating State with certificates of insurance for all insurance required under this Section 24 before furnishing any goods or services pursuant to the Master Agreement and this Participating Addendum.

24. Successors and Assigns. The promises and covenants herein contained shall bind, and the benefits and advantages shall inure to, except as herein specifically limited, the respective successors and assigns of the Parties.

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PARTICIPATING ADDENDUM**OFFICE FURNITURE (2023-2028)**Led by the State of Utah

25. Governing Law. The Parties acknowledge and agree that this Participating Addendum and the rights, obligations, and liabilities of the Parties hereunder, including matters of construction, validity, and performance, shall be exclusively governed by the laws of the State of New Hampshire without regard to any choice of law or conflict of law, rules, or provisions (whether of the State of New Hampshire or any other jurisdiction) that would cause the application of the laws of any jurisdiction other than the State of New Hampshire.

26. Consent to Jurisdiction and Venue. The Parties hereby irrevocably and unconditionally (a) submit to exclusive personal jurisdiction in the Superior Courts of the State of New Hampshire over any suit, action, or proceeding arising out of or relating to this Participating Addendum, and (b) waive any and all personal rights under the laws of any other state to object to jurisdiction within the Superior Courts of the State of New Hampshire. The Parties agree that the only proper venue for any suit, action, or proceeding arising out of or related to this Participating Addendum shall be in the state courts of the State of New Hampshire.

27. Severability. If any term or condition of this Participating Addendum or the application thereof to any party or circumstance shall to any extent be invalid or unenforceable, the remainder of this Participating Addendum, or the application of such term or condition to the parties or circumstances other than those as to which it is invalid or unenforceable, shall not be affected thereby, and each term and condition of this Participating Addendum shall be valid and enforceable to the maximum extent permitted by law.

28. Waiver. No delay on the part of Participating State in the exercise of any right or remedy hereunder shall operate as a waiver thereof, and no single or partial exercise by Participating State of any right or remedy shall preclude other or further exercise thereof or the exercise of any other right or remedy; nor shall any amendment, modification, or waiver of any of the provisions of this Participating Addendum be binding upon Participating State except as expressly set forth in a writing duly signed and delivered by an authorized agent of Participating State. No action of Participating State permitted hereunder shall in any way affect or impair the rights of Participating State or the obligations of Contractor under this Participating Addendum.

29. Merger. This Participating Addendum, together with the Master Agreement, is intended by the Parties as the final, complete, and exclusive understanding of the Parties hereto. All prior or contemporaneous promises, agreements, and understandings, whether oral or written, are deemed to be superseded by this Participating Addendum, and no Party is relying on any promise, agreement, or understanding not set forth in this Participating Addendum. This Participating Addendum may not be amended or modified except by a written instrument describing such amendment or modification executed by the Parties hereto.

30. Construction. The recitals set forth at the outset of this Participating Addendum are a part of this Participating Addendum, as fully as if set forth in their entirety in the body hereof. The captions or headings in this Participating Addendum are for ease of reference only, and no caption or heading shall affect in any way the interpretation, meaning, or construction of this Participating Addendum. Wherever used, the singular shall include the plural, the plural the

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singular, and the use of any gender or the neuter shall be applicable to all genders and the neuter. References to a person or entity are, unless the context otherwise requires, also to its owners, members, managers, shareholders, officers, directors, affiliates, heirs, executors, legal representatives, agents, successors, and assigns as applicable. As used in this Participating Addendum, the terms "include," "includes," and "including" shall be deemed to be followed by "without limitation" whether or not they are in fact followed by such word or words of similar import. The words "all" and "each" shall be construed as all and each, and the words "or" and "and" shall be construed either disjunctively or conjunctively, as the context may require.

31. Counterparts; Facsimile and Electronic Signatures. This Participating Addendum may be executed in two or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same Participating Addendum. A facsimile or portable document format (PDF) signature on this Participating Addendum shall be equivalent to, and have the same force and effect as, an original signature. In accordance with the New Hampshire Uniform Electronic Transactions Act, RSA 294-E:1 *et seq.*, the Parties hereby agree that this Participating Addendum may be signed electronically, including any exhibits, schedules, addenda, or other attachments referenced herein.

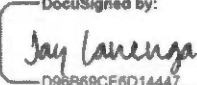
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 Led by the State of Utah

IN WITNESS WHEREOF, the parties have executed this Participating Addendum as of the date their respective signatures parties below.

Contracting Officer for Participating State Lincoln Adams	Participating State Telephone Number 603-271-0580
Contractor Signature DocuSigned by:  D98B89CE6D14447... Date: September 25, 2023 3:00 PM EDT	Name and Title of Contractor Signatory Jay Lanenga Senior Director of Contracts MillerKnoll, Inc.
Participating State Signature  Date: 10/3/23	1.14 Name and Title of Participating State Signatory Charles Arlinghaus, Commissioner
Approval by the N.H. Department of Administration, Division of Personnel (if applicable)	
By:	Director, On:
Approval by the Attorney General (Form, Substance and Execution) (if applicable)	
By: 	On: 10/3/23
Approval by the Governor and Executive Council (if applicable)	
G&C Item number:	G&C Meeting Date:

[Please email fully executed PDF copy of this document to PA@naspovaluepoint.org to support documentation of participation and posting in appropriate data bases]

[Please email fully executed PDF copy of this document to
PA@naspovaluepoint.org
to support documentation of participation and posting in appropriate data bases.]

Award Justification Statement
Solicitation #CT22-79
NASPO ValuePoint Master Agreement for Office Furniture and Related Services
Award Date: August 1, 2022

I. RESULT

All proposals were evaluated in accordance with Part 7 of the Utah Procurement Code by an Evaluation Committee consisting of a minimum of three evaluators. A representative from the State of Utah Division of Purchasing attended the evaluation committee meetings to ensure that the process outlined in the Procurement Code was followed, but was not a voting member of the evaluation committee. The following paragraphs explain the scores assigned by the evaluation committee to each evaluation category and supports awarding a contract to the following vendors.

- **Category #1: Office Seating and Accessories**
 1. Allseating Corporation
 2. Allsteel
 3. Exemplis
 4. Global Industries
 5. Haworth Inc.
 6. Herman Miller
 7. Krueger International
 8. Steelcase Inc
 9. The Hon Company
- **Category #2: Lounge and Public Seating and Accessories**
 1. Allsteel
 2. Exemplis
 3. Global Industries
 4. Haworth Inc.
 5. Herman Miller
 6. Krueger International
 7. Steelcase Inc
 8. The Hon Company
- **Category #3: Desks and Tables and Accessories**
 1. Allsteel
 2. Global Industries
 3. Haworth Inc.
 4. Herman Miller
 5. Krueger International
 6. Steelcase Inc
 7. The Hon Company
- **Category #4: Panel Systems and Accessories**
 1. Allsteel
 2. Global Industries
 3. Haworth Inc.
 4. Herman Miller
 5. Krueger International
 6. Steelcase Inc
 7. The Hon Company
- **Category #5: Storage and Accessories**
 1. Allsteel
 2. Global Industries
 3. Haworth Inc.
 4. Herman Miller
 5. Krueger International
 6. Steelcase Inc
 7. The Hon Company
 8. Trendway Corporation
- **Category #6: Architectural Products and Accessories**
 1. Allsteel
 2. Haworth Inc.
 3. Krueger International
 4. Steelcase Inc
 5. Trendway Corporation

II. EVALUATION PROCESS

A Request for Proposals (RFP) was issued by the State of Utah to select vendor(s) to provide Office Furniture and Related Services. Pursuant to Utah Code § 63G-6a-702(2), the RFP process was used because criteria other than cost were considered important in determining which vendors' proposals provides the best value to the State. Eighteen proposals were received.

III. STAGE 1: OEM MINIMUM MANDATORY REQUIREMENTS

Following the evaluation of the OEM mandatory minimum requirements, all vendors passed onto Stage 2: OEM Evaluated Qualifications, which was scored as follows:

III. STAGE 2: OEM EVALUATED QUALIFICATIONS

Stage 2 was composed of six (6) categories for a combined 250 possible points. The six (6) categories are as follows:

1. **OEM Evaluated Qualification 1 (40 Points): Warranty.**

Of a possible 40 points in this category, the Offerors received the following scores:

- a. Vendor A: 34 points
- b. Vendor B: 28 points
- c. Allseating Corporation: 30 points
- d. Allsteel: 38 points
- e. Vendor D: 28 points
- f. Vendor E: 28 points
- g. Exemplis: 32 points
- h. Global Industries: 36 points
- i. Vendor F: 30 points
- j. Haworth: 38 points
- k. Herman Miller: 38 points
- l. Vendor G: 26 points
- m. Krueger International: 30 points
- n. Steelcase Inc.: 36 points
- o. The Hon Company: 40 points
- p. Trendway Corporation: 32 points
- q. Vendor H: 28 points
- r. Vendor I: 30 points

2. **OEM Evaluated Qualification 2 (40 Points): Website.**

Of a possible 40 points in this category, the Offerors received the following scores:

- a. Vendor A: 20 points
- b. Vendor B: 24 points
- c. Allseating Corporation: 36 points
- d. Allsteel: 36 points
- e. Vendor D: 20 points
- f. Vendor E: 28 points
- g. Exemplis: 26 points
- h. Global Industries: 36 points
- i. Vendor F: 28 points
- j. Haworth: 36 points
- k. Herman Miller: 36 points
- l. Vendor G: 28 points
- m. Krueger International: 36 points
- n. Steelcase Inc.: 38 points
- o. The Hon Company: 38 points
- p. Trendway Corporation: 32 points
- q. Vendor H: 24 points
- r. Vendor I: 28 points

3. **OEM Evaluated Qualification 3 (50 Points): Customer Service.**

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Vendor A: 30 points
- b. Vendor B: 37.5 points
- c. Allseating Corporation: 35 points
- d. Allsteel: 42.5 points
- e. Vendor D: 0 points
- f. Vendor E: 32.5 points
- g. Exemplis: 45 points
- h. Global Industries: 45 points
- i. Vendor F: 32.5 points
- j. Haworth: 47.5 points
- k. Herman Miller: 45 points
- l. Vendor G: 35 points
- m. Krueger International: 42.5 points
- n. Steelcase Inc.: 45 points
- o. The Hon Company: 47.5 points
- p. Trendway Corporation: 45 points
- q. Vendor H: 25 points
- r. Vendor I: 35 points

4. OEM Evaluated Qualification 4 (40 Points): Delivery.

Of a possible 40 points in this category, the Offerors received the following scores:

- a. Vendor A: 28 points
- b. Vendor B: 30 points
- c. Allseating Corporation: 30 points
- d. Allsteel: 34 points
- e. Vendor D: 28 points
- f. Vendor E: 26 points
- g. Exemplis: 34 points
- h. Global Industries: 34 points
- i. Vendor F: 26 points
- j. Haworth: 34 points
- k. Herman Miller: 36 points
- l. Vendor G: 28 points
- m. Krueger International: 34 points
- n. Steelcase Inc.: 36 points
- o. The Hon Company: 34 points
- p. Trendway Corporation: 32 points
- q. Vendor H: 26 points
- r. Vendor I: 28 points

5. OEM Evaluated Qualification 5 (20 Points): Authorized Dealer Relationship.

Of a possible 20 points in this category, the Offerors received the following scores:

- a. Vendor A: 10 points

- b. Vendor B: 17 points
- c. Allseating Corporation: 17 points
- d. Allsteel: 19 points
- e. Vendor D: 10 points
- f. Vendor E: 14 points
- g. Exemplis: 17 points
- h. Global Industries: 17 points
- i. Vendor F: 14 points
- j. Haworth: 19 points
- k. Herman Miller: 17 points
- l. Vendor G: 13 points
- m. Krueger International: 14 points
- n. Steelcase Inc.: 19 points
- o. The Hon Company: 19 points
- p. Trendway Corporation: 15 points
- q. Vendor H: 11 points
- r. Vendor I: 14 points

6. OEM Evaluated Qualification 6 (60 Points): Environmental.

Of a possible 60 points in this category, the Offerors received the following scores:

- a. Vendor A: 42 points
- b. Vendor B: 45 points
- c. Allseating Corporation: 54 points
- d. Allsteel: 48 points
- e. Vendor D: 33 points
- f. Vendor E: 42 points
- g. Exemplis: 51 points
- h. Global Industries: 60 points
- i. Vendor F: 48 points
- j. Haworth: 60 points
- k. Herman Miller: 57 points
- l. Vendor G: 42 points
- m. Krueger International: 57 points
- n. Steelcase Inc.: 57 points
- o. The Hon Company: 54 points
- p. Trendway Corporation: 57 points
- q. Vendor H: 21 points
- r. Vendor I: 39 points

OEM Evaluated Qualifications Conclusion

Of a possible 250 points in this evaluation stage, 187.5 points was required to pass to Stage 3. The total technical scores are as follows:

- a. Vendor A: 164 points
- b. Vendor B: 181.5 points
- c. Allseating Corporation: 202 points
- d. Allsteel: 217.5 points

- e. Vendor D: 119 points
- f. Vendor E: 170.5 points
- g. Exemplis: 205 points
- h. Global Industries: 228 points
- i. Vendor F: 178.5 points
- j. Haworth: 234.5 points
- k. Herman Miller: 229 points
- l. Vendor G: 172 points
- m. Krueger International: 213.5 points
- n. Steelcase Inc.: 231 points
- o. The Hon Company: 232.5 points
- p. Trendway Corporation: 213 points
- q. Vendor H: 135 points.
- r. Vendor I: 174 points

Allseating Corporation, Allsteel, Exemplis, Global Industries, Haworth, Herman Miller, Krueger International, Steelcase Inc., The Hon Company, and Trendway Corporation received enough points to move onto Stage 3.

IV. STAGE 3A: PRODUCT MANDATORY MINIMUM REQUIREMENTS

Following the evaluation of the product mandatory minimum requirements, all vendors passed onto Stage 3B: Product Evaluated Qualifications, which was scored as follows:

V. STAGE 3B: PRODUCT EVALUATED QUALIFICATIONS

Product Category #1: Office Seating and Accessories

Stage 3b was composed of five (5) categories for a combined 450 possible points. The five (5) categories are as follows:

1. Product Evaluated Qualification 1 (100 Points): Category Capabilities, Components and Finishes.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 75 points
- b. Allsteel: 90 points
- c. Exemplis: 80 points
- d. Global Industries: 80 points
- e. Haworth: 95 points
- f. Herman Miller: 100 points
- g. Krueger International: 95 points
- h. Steelcase Inc.: 90 points
- i. The Hon Company: 100 points

2. Product Evaluated Qualification 2 (100 Points): ANSI/BIFMA.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 90 points
- b. Allsteel: 85 points
- c. Exemplis: 90 points
- d. Global Industries: 70 points
- e. Haworth: 90 points

- f. Herman Miller: 95 points
- g. Krueger International: 90 points
- h. Steelcase Inc.: 95 points
- i. The Hon Company: 100 points

3. Product Evaluated Qualification 3 (100 Points): Versatility.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 80 points
- b. Allsteel: 85 points
- c. Exemplis: 70 points
- d. Global Industries: 85 points
- e. Haworth: 95 points
- f. Herman Miller: 85 points
- g. Krueger International: 85 points
- h. Steelcase Inc.: 90 points
- i. The Hon Company: 85 points

4. Product Evaluated Qualification 4 (100 Points): Mandatory Products.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 80 points
- b. Allsteel: 95 points
- c. Exemplis: 85 points
- d. Global Industries: 80 points
- e. Haworth: 100 points
- f. Herman Miller: 95 points
- g. Krueger International: 95 points
- h. Steelcase Inc.: 90 points
- i. The Hon Company: 95 points

5. Product Evaluated Qualification 5 (50 Points): Accessories.

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 35 points
- b. Allsteel: 40 points
- c. Exemplis: 37.5 points
- d. Global Industries: 40 points
- e. Haworth: 47.5 points
- f. Herman Miller: 47.5 points
- g. Krueger International: 45 points
- h. Steelcase Inc.: 45 points
- i. The Hon Company: 42.5 points

Product Evaluated Qualifications Conclusion

Of a possible 450 points in this evaluation stage, 337.5 points was required to pass to Stage 4. The total scores are as follows:

- a. Allseating Corporation: 360 points
- b. Allsteel: 395 points
- c. Exemplis: 362.5 points
- d. Global Industries: 355 points
- e. Haworth: 427.5 points
- f. Herman Miller: 422.5 points
- g. Krueger International: 410 points
- h. Steelcase Inc.: 410 points
- i. The Hon Company: 422.5 points

Allseating Corporation, Allsteel, Exemplis, Global Industries, Haworth, Herman Miller, Krueger International, Steelcase Inc., and the Hon Company, received enough points to move onto Stage 4.

Product Category #2: Lounge and Public Seating and Accessories

Stage 3b was composed of five (5) categories for a combined 450 possible points. The five (5) categories are as follows:

1. Product Evaluated Qualification 1 (100 Points): Category Capabilities, Components and Finishes.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 75 points
- b. Allsteel: 90 points
- c. Exemplis: 80 points
- d. Global Industries: 80 points
- e. Haworth: 95 points
- f. Herman Miller: 95 points
- g. Krueger International: 95 points
- h. Steelcase Inc.: 90 points
- i. The Hon Company: 100 points

2. Product Evaluated Qualification 2 (100 Points): ANSI/BIFMA.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 90 points
- b. Allsteel: 85 points
- c. Exemplis: 90 points
- d. Global Industries: 60 points
- e. Haworth: 85 points
- f. Herman Miller: 95 points
- g. Krueger International: 95 points
- h. Steelcase Inc.: 95 points
- i. The Hon Company: 100 points

3. Product Evaluated Qualification 3 (100 Points): Versatility.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 80 points

- b. Allsteel: 90 points
- c. Exemplis: 70 points
- d. Global Industries: 85 points
- e. Haworth: 95 points
- f. Herman Miller: 85 points
- g. Krueger International: 85 points
- h. Steelcase Inc.: 90 points
- i. The Hon Company: 85 points

4. Product Evaluated Qualification 4 (100 Points): Mandatory Products.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 80 points
- b. Allsteel: 95 points
- c. Exemplis: 80 points
- d. Global Industries: 80 points
- e. Haworth: 95 points
- f. Herman Miller: 95 points
- g. Krueger International: 95 points
- h. Steelcase Inc.: 90 points
- i. The Hon Company: 95 points

5. Product Evaluated Qualification 5 (50 Points): Accessories.

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Allseating Corporation: 37.5 points
- b. Allsteel: 40 points
- c. Exemplis: 40 points
- d. Global Industries: 40 points
- e. Haworth: 47.5 points
- f. Herman Miller: 47.5 points
- g. Krueger International: 45 points
- h. Steelcase Inc.: 42.5 points
- i. The Hon Company: 42.5 points

Product Evaluated Qualifications Conclusion

Of a possible 450 points in this evaluation stage, 337.5 points was required to pass to Stage 4. The total scores are as follows:

- a. Allseating Corporation: 362.5 points
- b. Allsteel: 400 points
- c. Exemplis: 360 points
- d. Global Industries: 345 points
- e. Haworth: 417.5 points
- f. Herman Miller: 417.5 points
- g. Krueger International: 415 points
- h. Steelcase Inc.: 407.5 points
- i. The Hon Company: 422.5 points

✓ Allseating Corporation, Allsteel, Exemplis, Global Industries, Haworth, Herman Miller, Krueger International, Steelcase Inc., and the Hon Company, received enough points to move onto Stage 4.

Product Category #3: Desks and Tables and Accessories

Stage 3b was composed of five (5) categories for a combined 450 possible points. The five (5) categories are as follows:

1. Product Evaluated Qualification 1 (100 Points): Category Capabilities, Components and Finishes.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Global Industries: 85 points
- c. Haworth: 95 points
- d. Herman Miller: 100 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 100 points
- h. Vendor J: 70 points

2. Product Evaluated Qualification 2 (100 Points): ANSI/BIFMA.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 85 points
- b. Global Industries: 60 points
- c. Haworth: 90 points
- d. Herman Miller: 95 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 95 points
- g. The Hon Company: 100 points
- h. Vendor J: 80 points

3. Product Evaluated Qualification 3 (100 Points): Versatility.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Global Industries: 85 points
- c. Haworth: 95 points
- d. Herman Miller: 85 points
- e. Krueger International: 85 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 85 points
- h. Vendor J: 70 points

4. Product Evaluated Qualification 4 (100 Points): Mandatory Products.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 95 points

- b. Global Industries: 85 points
- c. Haworth: 95 points
- d. Herman Miller: 95 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 95 points
- h. Vendor J: 70 points

5. Product Evaluated Qualification 5 (50 Points): Accessories.

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Allsteel: 40 points
- b. Global Industries: 42.5 points
- c. Haworth: 47.5 points
- d. Herman Miller: 50 points
- e. Krueger International: 47.5 points
- f. Steelcase Inc.: 42.5 points
- g. The Hon Company: 47.5 points
- h. Vendor J: 35 points

Product Evaluated Qualifications Conclusion

Of a possible 450 points in this evaluation stage, 337.5 points was required to pass to Stage 4. The total scores are as follows:

- a. Allsteel: 400 points
- b. Global Industries: 357.5 points
- c. Haworth: 422.5 points
- d. Herman Miller: 425 points
- e. Krueger International: 417.5 points
- f. Steelcase Inc.: 407.5 points
- g. The Hon Company: 427.5 points
- h. Vendor J: 325 points

Allsteel, Global Industries, Haworth, Herman Miller, Krueger International, Steelcase Inc., and The Hon Company, received enough points to move onto Stage 4. Vendor J did not receive enough points to move onto Stage 4.

Product Category #4: Panel Systems and Accessories

Stage 3b was composed of five (5) categories for a combined 450 possible points. The five (5) categories are as follows:

1. Product Evaluated Qualification 1 (100 Points): Category Capabilities, Components and Finishes.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Global Industries: 80 points
- c. Haworth: 95 points
- d. Herman Miller: 100 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 100 points

- h. Trendway Corporation: 75 points

2. Product Evaluated Qualification 2 (100 Points): ANSI/BIFMA.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 85 points
- b. Global Industries: 65 points
- c. Haworth: 90 points
- d. Herman Miller: 95 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 95 points
- g. The Hon Company: 100 points
- h. Trendway Corporation: 80 points

3. Product Evaluated Qualification 3 (100 Points): Versatility.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Global Industries: 85 points
- c. Haworth: 95 points
- d. Herman Miller: 85 points
- e. Krueger International: 85 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 85 points
- h. Trendway Corporation: 75 points

4. Product Evaluated Qualification 4 (100 Points): Mandatory Products.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 95 points
- b. Global Industries: 80 points
- c. Haworth: 95 points
- d. Herman Miller: 95 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 95 points
- h. Trendway Corporation: 75 points

5. Product Evaluated Qualification 5 (50 Points): Accessories.

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Allsteel: 42.5 points
- b. Global Industries: 40 points
- c. Haworth: 47.5 points
- d. Herman Miller: 47.5 points

- e. Krueger International: 47.5 points
- f. Steelcase Inc.: 42.5 points
- g. The Hon Company: 42.5 points
- h. Trendway Corporation: 37.5 points

Product Evaluated Qualifications Conclusion

Of a possible 450 points in this evaluation stage, 337.5 points was required to pass to Stage 4. The total scores are as follows:

- a. Allsteel: 402.5 points
- b. Global Industries: 350 points
- c. Haworth: 422.5 points
- d. Herman Miller: 422.5 points
- e. Krueger International: 417.5 points
- f. Steelcase Inc.: 407.5 points
- g. The Hon Company: 422.5 points
- h. Trendway Corporation: 342.5 points

Allsteel, Global Industries, Haworth, Herman Miller, Krueger International, Steelcase Inc., the Hon Company and Trendway Corporation, received enough points to move onto Stage 4.

Product Category #5: Storage and Accessories

Stage 3b was composed of five (5) categories for a combined 450 possible points. The five (5) categories are as follows:

1. Product Evaluated Qualification 1 (100 Points): Category Capabilities, Components and Finishes.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Global Industries: 80 points
- c. Haworth: 95 points
- d. Herman Miller: 100 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 100 points
- h. Trendway Corporation: 75 points

2. Product Evaluated Qualification 2 (100 Points): ANSI/BIFMA.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Global Industries: 60 points
- c. Haworth: 90 points
- d. Herman Miller: 95 points
- e. Krueger International: 95 points
- f. Steelcase Inc.: 95 points
- g. The Hon Company: 100 points
- h. Trendway Corporation: 80 points

3. Product Evaluated Qualification 3 (100 Points): Versatility.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 85 points
- b. Global Industries: 85 points
- c. Haworth: 95 points
- d. Herman Miller: 85 points
- e. Krueger International: 90 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 85 points
- h. Trendway Corporation: 75 points

4. Product Evaluated Qualification 4 (100 Points): Mandatory Products.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 95 points
- b. Global Industries: 80 points
- c. Haworth: 95 points
- d. Herman Miller: 95 points
- e. Krueger International: 100 points
- f. Steelcase Inc.: 90 points
- g. The Hon Company: 95 points
- h. Trendway Corporation: 75 points

5. Product Evaluated Qualification 5 (50 Points): Accessories.

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Allsteel: 40 points
- b. Global Industries: 37.5 points
- c. Haworth: 47.5 points
- d. Herman Miller: 47.5 points
- e. Krueger International: 47.5 points
- f. Steelcase Inc.: 42.5 points
- g. The Hon Company: 42.5 points
- h. Trendway Corporation: 40 points

Product Evaluated Qualifications Conclusion

Of a possible 450 points in this evaluation stage, 337.5 points was required to pass to Stage 4. The total scores are as follows:

- a. Allsteel: 400 points
- b. Global Industries: 342.5 points
- c. Haworth: 422.5 points
- d. Herman Miller: 422.5 points
- e. Krueger International: 427.5 points
- f. Steelcase Inc.: 407.5 points
- g. The Hon Company: 422.5 points
- h. Trendway Corporation: 345 points

Allseating Corporation, Allsteel, Exemplis, Global Industries, Haworth, Herman Miller, Krueger International, Steelcase Inc., the Hon Company, and Trendway Corporation received enough points to move onto Stage 4.

Product Category #6: Architectural Products and Accessories

Stage 3b was composed of five (5) categories for a combined 450 possible points. The five (5) categories are as follows:

1. Product Evaluated Qualification 1 (100 Points): Category Capabilities, Components and Finishes.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Haworth: 95 points
- c. Krueger International: 95 points
- d. Steelcase Inc.: 90 points
- e. Trendway Corporation: 75 points

2. Product Evaluated Qualification 2 (100 Points): ANSI/BIFMA.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Haworth: 90 points
- c. Krueger International: 90 points
- d. Steelcase Inc.: 95 points
- e. Trendway Corporation: 70 points

3. Product Evaluated Qualification 3 (100 Points): Versatility.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 90 points
- b. Haworth: 95 points
- c. Krueger International: 85 points
- d. Steelcase Inc.: 90 points
- e. Trendway Corporation: 80 points

4. Product Evaluated Qualification 4 (100 Points): Mandatory Products.

Of a possible 100 points in this category, the Offerors received the following scores:

- a. Allsteel: 95 points
- b. Haworth: 95 points
- c. Krueger International: 95 points
- d. Steelcase Inc.: 90 points
- e. Trendway Corporation: 75 points

5. Product Evaluated Qualification 5 (50 Points): Accessories.

Of a possible 50 points in this category, the Offerors received the following scores:

- a. Allsteel: 40 points
- b. Haworth: 47.5 points
- c. Krueger International: 45 points
- d. Steelcase Inc.: 42.5 points
- e. Trendway Corporation: 40 points

Product Evaluated Qualifications Conclusion

Of a possible 450 points in this evaluation stage, 337.5 points was required to pass to Stage 4. The total scores are as follows:

- a. Allsteel: 405 points
- b. Haworth: 422.5 points
- c. Krueger International: 410 points
- d. Steelcase Inc.: 407.5 points
- e. Trendway Corporation: 340 points

Allsteel, Haworth, Krueger International, Steelcase Inc., and Trendway Corporation received enough points to move onto Stage 4.

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V. STAGE 4: COST PROPOSAL

Cost made up 30% of the total evaluation criteria, with a maximum of 300 points available. Cost points were distributed based upon the following:

Purchasing will use the following cost formula for each cost category: The Offeror with the lowest total cost per product category shall receive 300 points (100% of the total cost points). Other Offerors will receive a portion of the cost points based on what ratio higher their total cost is than the lowest proposed total cost.

The Offerors received the following cost points:

Product Category #1: Office Seating and Accessories

Stage 4: Cost	Allseating Corporation	Allsteel	Exemplis	Global Industries	Haworth	Herman Miller	Krueger International Inc	Steelcase Inc	The Hon Company
	\$44,997.60	\$48,664.48	\$36,047.04	\$34,463.00	\$43,284.45	\$44,718.84	\$59,665.76	\$44,413.52	\$ 36,455.76
Cost Points	229.8	212.5	286.8	300.0	238.9	231.2	173.3	232.8	283.6

Product Category #2: Lounge and Public Seating and Accessories

Stage 4: Cost	Vendor K	Allsteel	Exemplis	Global Industries	Haworth	Herman Miller	Krueger International, Inc	Steelcase Inc	The Hon Company
	\$28,179.60	\$19,083.58	\$16,604.64	\$21,267.95	\$24,178.14	\$21,969.72	\$26,497.52	\$14,768.31	\$20,243.96
Cost Points	157.2	232.2	266.8	208.3	183.2	201.7	167.2	300.0	218.9

Product Category #3: Desks and Tables and Accessories

Stage 4: Cost	Allsteel	Global Industries	Haworth	Herman Miller	Krueger International, Inc	Steelcase Inc	The Hon Company
	\$18,814.29	\$14,659.70	\$12,388.02	\$15,564.55	\$23,220.40	\$11,768.56	\$13,786.00
Cost Points	187.7	240.8	285.0	226.8	152.0	300.0	243.3

Product Category #4: Panel Systems and Accessories

Stage 4: Cost	Allsteel	Global Industries	Haworth	Herman Miller	Krueger International, Inc	Steelcase Inc	The Hon Company	Vendor J
	\$1,530.67	\$1,659.90	\$2,402.78	\$2,115.84	\$2,806.72	\$1,589.28	\$1,248.32	\$2,412.90
Cost Points	244.7	225.6	155.9	177.0	133.4	235.6	300.0	155.2

Product Category #5: Storage and Accessories

Stage 4: Cost	Allsteel	Global Industries	Haworth	Herman Miller	Krueger International, Inc	Steelcase Inc	The Hon Company	Trendway Corporation
	\$16,495.34	\$18,361.20	\$17,064.68	\$16,610.01	\$18,001.76	\$16,601.84	\$17,943.84	\$21,313.80
Cost Points	300.0	269.5	290.0	297.9	274.9	298.1	275.8	232.2

Product Category #6: Architectural Products and Accessories

Stage 4: Cost	Allsteel	Haworth	Krueger International, Inc	Steelcase Inc	Trendway Corporation
	\$ 254,082.35	\$160,878.37	\$170,830.02	\$173,779.20	\$229,003.32
Cost Points	190.0	300.0	282.5	277.7	210.8

V. CONCLUSION

Of a possible 1,000 points, the Offerors received the following scores per category:

- Category #1: Office Seating and Accessories
 1. Allseating Corporation: 791.77 points
 2. Allsteel: 824.95 points
 3. Exemplis: 854.32 points
 4. Global Industries: 883 points
 5. Haworth Inc.: 900.86 points
 6. Herman Miller: 882.70 points
 7. Krueger International: 796.78 points
- Category #2: Lounge and Public Seating and Accessories
 1. Vendor K: 721.72 points
 2. Allsteel: 849.66 points
 3. Exemplis: 831.82 points
 4. Global Industries: 781.32 points
 5. Haworth Inc.: 835.24 points
 6. Herman Miller: 848.16 points
 7. Krueger International: 795.70 points

8. Steelcase Inc: 873.79 points
9. The Hon Company: 938.60 points

- Category #3: Desks and Tables and Accessories
 1. Allsteel: 805.15 points
 2. Global Industries: 826.33 points
 3. Haworth Inc.: 942 points
 4. Herman Miller: 880.83 points
 5. Krueger International: 783.05 points
 6. Steelcase Inc: 938.50 points
 7. The Hon Company: 903.29 points

- Category #5: Storage and Accessories
 1. Allsteel: 917.50 points
 2. Global Industries: 840.01 points
 3. Haworth Inc.: 946.99 points
 4. Herman Miller: 949.43 points
 5. Krueger International: 915.90 points
 6. Steelcase Inc: 936.58
 7. The Hon Company: 930.78 points
 8. Trendway Corporation: 790.18 points

8. Steelcase Inc: 938.50 points
9. The Hon Company: 873.86 points

- Category #4: Panel Systems and Accessories
 1. Allsteel: 864.66 points
 2. Global Industries: 803.61 points
 3. Haworth Inc.: 812.86 points
 4. Herman Miller: 828.50 points
 5. Krueger International: 764.43 points
 6. Steelcase Inc: 874.14
 7. The Hon Company: 955 points
 8. Vendor J: 710.71

- Category #6: Architectural Products and Accessories
 1. Allsteel: 812.45 points
 2. Haworth Inc.: 957 points
 3. Krueger International: 906.02 points
 4. Steelcase Inc: 916.23 points
 5. Trendway Corporation: 763.75 points

Vendor K did not receive enough points to receive a contract award for Category #2: Lounge and Public Seating and Accessories.

Vendor J did not receive enough points to receive a contract award for Category #4: Panel Systems and Accessories.

Based on the justification outlined above, it is the opinion of the conducting procurement unit that the following Vendors be awarded contracts from solicitation CT22-79.

- Category #1: Office Seating and Accessories
 1. Allseating Corporation: 791.77 points
 2. Allsteel: 824.95 points

- Category #2: Lounge and Public Seating and Accessories
 1. Allsteel: 849.66 points
 2. Exemplis: 831.82 points

3. Exemplis: 854.32 points
4. Global Industries: 883 points
5. Haworth Inc.: 900.86 points
6. Herman Miller: 882.70 points
7. Krueger International: 796.78 points
8. Steelcase Inc: 873.79 points
9. The Hon Company: 938.60 points

- Category #3: Desks and Tables and Accessories

1. Allsteel: 805.15 points
2. Global Industries: 826.33 points
3. Haworth Inc.: 942 points
4. Herman Miller: 880.83 points
5. Krueger International: 783.05 points
6. Steelcase Inc: 938.50 points
7. The Hon Company: 903.29 points

- Category #5: Storage and Accessories

1. Allsteel: 917.50 points
2. Global Industries: 840.01 points
3. Haworth Inc.: 946.99 points
4. Herman Miller: 949.43 points
5. Krueger International: 915.90 points
6. Steelcase Inc: 936.58
7. The Hon Company: 930.78 points
8. Trendway Corporation: 790.18 points

3. Global Industries: 781.32 points
4. Haworth Inc.: 835.24 points
5. Herman Miller: 848.16 points
6. Krueger International: 795.70 points
7. Steelcase Inc: 938.50 points
8. The Hon Company: 873.86 points

- Category #4: Panel Systems and Accessories

1. Allsteel: 864.66 points
2. Global Industries: 803.61 points
3. Haworth Inc.: 812.86 points
4. Herman Miller: 828.50 points
5. Krueger International: 764.43 points
6. Steelcase Inc: 874.14
7. The Hon Company: 955 points

- Category #6: Architectural Products and Accessories

1. Allsteel: 812.45 points
2. Haworth Inc.: 957 points
3. Krueger International: 906.02
4. Steelcase Inc: 916.23 points
5. Trendway Corporation: 763.75 points

State of New Hampshire

Department of State

CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that MILLERKNOLL, INC. is a Michigan Profit Corporation registered to transact business in New Hampshire on April 11, 1991. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 155339

Certificate Number: 0006322862



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 19th day of September A.D. 2023.

A handwritten signature in black ink, appearing to read "David M. Scanlan", is written over a circular stamp.

David M. Scanlan
Secretary of State



MILLERKNOLL, INC.

Certificate of Corporate Secretary

The undersigned, Jacqueline Rice, Corporate Secretary of MillerKnoll, Inc., certifies that Jay Lanenga, Director of Commercial Contracts, is authorized to sign commercial contracts for and on behalf of MillerKnoll, Inc.

The undersigned has executed this Certificate of Corporate Secretary on September 19, 2023.

A handwritten signature in black ink, appearing to read 'Jacqueline H. Rice', written over a horizontal line.

Jacqueline H. Rice
Corporate Secretary



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

9/19/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION** IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Arthur J. Gallagher Risk Management Services, LLC 300 Ottawa NW Suite 301 Grand Rapids MI 49503		CONTACT NAME: Carolyn Schultz PHONE (A/C, No. Ext): 616-233-0910 E-MAIL ADDRESS: carolyn_schultz@ajg.com FAX (A/C, No): 616-233-0923	
INSURED MillerKnoll, Inc. 855 E Main Ave. Zeeland, MI 49464		INSURER(S) AFFORDING COVERAGE	
HERMMIL-02		INSURER A: XL Insurance America, Inc.	NAIC # 24554
		INSURER B: The Travelers Indemnity Company of CT	25682
		INSURER C: Standard Fire Insurance Company	19070
		INSURER D: Everest National Insurance Company	10120
		INSURER E:	
		INSURER F:	

COVERAGES**CERTIFICATE NUMBER:** 393411652**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADOL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
B	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☒ POLICY ☒ PRO-JECT ☐ LOC OTHER:			HC2EGLSA9P53026ATCT23	6/1/2023	6/1/2024	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
B	☒ AUTOMOBILE LIABILITY ☒ ANY AUTO ☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☒ HIRED AUTOS ONLY ☒ NON-OWNED AUTOS ONLY ☒ Hired Phydmg			HC2ECAP9P530258TCT23	6/1/2023	6/1/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
D	☒ UMBRELLA LIAB ☒ OCCUR ☐ EXCESS LIAB ☐ CLAIMS-MADE ☐ DED ☒ RETENTION \$ 10,000			XC8CU00048231	6/1/2023	6/1/2024	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N ☒ N	N/A	UB4T50865923NCT	6/1/2023	6/1/2024	☒ PER STATUTE ☐ OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Global Property "All Risk" Incl Business Income			US00117039PR23A	6/1/2023	6/1/2024	\$5,000,000 Unnamed Locations

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

State of New Hampshire, Administrative Services, Bureau of Purchase and Property,
25 Capitol Street, Room 102
Concord NH 03301

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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Contract # MA3967

STATE OF UTAH COOPERATIVE CONTRACT

1. CONTRACTING PARTIES: This contract is between the Division of Purchasing and the following Contractor:

MillerKnoll, Inc.

Name

22764 Network Place

Address

Chicago

IL

60673-1227

City

State

Zip

LEGAL STATUS OF CONTRACTOR

- ☐ Sole Proprietor
☐ Non-Profit Corporation
☒ For-Profit Corporation
☐ Partnership
☐ Government Agency

 Contact Person Preston Ziegler Phone #(616)654-8843 Email Preston.Ziegler@HermanMiller.com

 Vendor #VC0000162859 Commodity Code #425, 42506, 42507, 42548, 42558, 42560, 42548, 42520, 42517, 42518, 42540, 42548, 42594, 42503, 42556, 15030, 15091, 42557, 15056, 15058, 42550, 42553, 42580, 42581, 42589, 42513

2. CONTRACT PORTFOLIO NAME: Office Furniture
3. GENERAL PURPOSE OF CONTRACT: Contractor is permitted to provide Office Furniture and Related Services identified in Attachment B to Participating States once a Participating Addendum has been signed.
4. PROCUREMENT: This contract is entered into as a result of the procurement process on Bid#CT22-79.
5. CONTRACT PERIOD: Effective Date: 1/22/2023 Termination Date: 1/21/2028 unless terminated early or extended in accordance with the terms and conditions of this contract. Renewal options (if any): N/A.
6. Payment: Prompt Payment Discount (if any): N/A.
7. Administrative Fee, as described in the Solicitation and Attachment A: 0.25%.
8. ATTACHMENT A: NASPO ValuePoint Master Agreement Terms and Conditions
 ATTACHMENT B: Scope of Work
 ATTACHMENT C: Pricing Information (Discount Matrix and Price Lists linked and/or incorporated by reference).
- Any conflicts between Attachment A and the other Attachments will be resolved in favor of Attachment A.**
9. DOCUMENTS INCORPORATED INTO THIS CONTRACT BY REFERENCE BUT NOT ATTACHED:
- All other governmental laws, regulations, or actions applicable to the goods and/or services authorized by this contract.
 - Utah State Procurement Code, Procurement Rules, and Contractor's response to solicitation #CT22-79.
10. Each person signing this Agreement represents and warrants that he/she is duly authorized and has legal capacity to execute and deliver this Agreement and bind the parties hereto. Each signatory represents and warrants to the other that the execution and delivery of the Agreement and the performance of each party's obligations hereunder have been duly authorized and that the Agreement is a valid and legal agreement binding on the parties and enforceable in accordance with its terms.

IN WITNESS WHEREOF, the parties sign and cause this contract to be executed. Notwithstanding verbal or other representations by the parties, the "Effective Date" of this Contract shall be the date provided within Section 5 above.

CONTRACTOR

STATE

Jay Lanenga
 Contractor's signature

November 18, 2022 | 2:21 PM EST

Date

LdeLagerheim
 Director, Division of Purchasing

11/22/2022

Director, Division of Purchasing

Date

Jay Lanenga

Director of Contracts

Type or Print Name and Title

Laurel deLagerheim

(801)957-7121

-

LdeLagerheim@Utah.gov

Division of Purchasing Contact Person

Telephone Number

Fax Number

Email



ATTACHMENT A

NASPO VALUEPOINT MASTER AGREEMENT TERMS AND CONDITIONS

I. Definitions

- 1.1 **Acceptance** means acceptance of goods and services as set forth in Section IX of this Master Agreement.
- 1.2 **Contractor** means a party to this Master Agreement, whether a person or entity, that delivers goods or performs services under the terms set forth in this Master Agreement.
- 1.3 **Embedded Software** means one or more software applications which permanently reside on a computing device.
- 1.4 **Intellectual Property** means any and all patents, copyrights, service marks, trademarks, trade secrets, trade names, patentable inventions, or other similar proprietary rights, in tangible or intangible form, and all rights, title, and interest therein.
- 1.5 **Lead State** means the State centrally administering any resulting Master Agreement(s) who is a party to this Master Agreement.
- 1.6 **Master Agreement** means the underlying agreement executed by and between the Lead State, acting in cooperation with NASPO ValuePoint, and the Contractor, as now or hereafter amended.
- 1.7 **NASPO ValuePoint** is a division of the National Association of State Procurement Officials ("NASPO"), a 501(c)(3) limited liability company. NASPO ValuePoint facilitates administration of the NASPO cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states, the District of Columbia, and territories of the United States. NASPO ValuePoint is identified in the Master Agreement as the recipient of reports and may perform contract administration functions relating to collecting and receiving reports, as well as other contract administration functions as assigned by the Lead State.
- 1.8 **Order or Purchase Order** means any purchase order, sales order, contract or other document used by a Purchasing Entity to order the Products.

- 1.9 **Participating Addendum** means a bilateral agreement executed by a Contractor and a Participating Entity incorporating this Master Agreement and any additional Participating Entity-specific language or other requirements (e.g., ordering procedures specific to the Participating Entity, entity-specific terms and conditions, etc.).
- 1.10 **Participating Entity** means a state (as well as the District of Columbia and US territories), city, county, district, other political subdivision of a State, or a nonprofit organization under the laws of some states properly authorized to enter into a Participating Addendum, that has executed a Participating Addendum.
- 1.11 **Participating State** means a state that has executed a Participating Addendum or has indicated an intent to execute a Participating Addendum.
- 1.12 **Product or Products and Services** means any equipment, software (including embedded software), documentation, service, or other deliverable supplied or created by the Contractor pursuant to this Master Agreement. The term Product includes goods and services.
- 1.13 **Purchasing Entity** means a state (as well as the District of Columbia and US territories), city, county, district, other political subdivision of a State, or a nonprofit organization under the laws of some states if authorized by a Participating Addendum, that issues a Purchase Order against the Master Agreement and becomes financially committed to the purchase.

II. Term of Master Agreement

- 2.1 **Initial Term.** The initial term of this Master Agreement is for five (5) years.
- 2.2 **Amendment Limitations.** The terms of this Master Agreement will not be waived, altered, modified, supplemented, or amended in any manner whatsoever without prior written agreement of the Lead State and Contractor.
- 2.3 **Amendment Term.** The term of the Master Agreement may be amended past the initial term and stated renewal periods for a reasonable period if in the judgment of the Lead State a follow-on competitive procurement will be unavoidably delayed (despite good faith efforts) beyond the planned date of execution of the follow-on master agreement. This subsection will not be deemed to limit the authority of a Lead State under its state law to otherwise negotiate contract extensions.

III. Order of Precedence

- 3.1 **Order.** Any Order placed under this Master Agreement will consist of the following documents:
 - 3.1.1 A Participating Entity's Participating Addendum ("PA");

>

- 3.1.2 NASPO ValuePoint Master Agreement, including all attachments thereto;
 - 3.1.3 A Purchase Order or Scope of Work/Specifications issued against the Master Agreement;
 - 3.1.4 The Solicitation or, if separately executed after award, the Lead State's bilateral agreement that integrates applicable provisions;
 - 3.1.5 Contractor's response to the Solicitation, as revised (if permitted) and accepted by the Lead State.
- 3.2 **Conflict.** These documents will be read to be consistent and complementary. Any conflict among these documents will be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment.
- 3.3 **Participating Addenda.** Participating Addenda will not be construed to diminish, modify, or otherwise derogate any provisions in this Master Agreement between the Lead State and Contractor. Participating Addenda will not include a term of agreement that exceeds the term of the Master Agreement.

IV. Participants and Scope

- 4.1 **Requirement for a Participating Addendum.** Contractor may not deliver Products under this Master Agreement until a Participating Addendum acceptable to the Participating Entity and Contractor is executed.
- 4.2 **Applicability of Master Agreement.** NASPO ValuePoint Master Agreement Terms and Conditions are applicable to any Order by a Participating Entity (and other Purchasing Entities covered by their Participating Addendum), except to the extent altered, modified, supplemented or amended by a Participating Addendum, subject to Section III. For the purposes of illustration and not limitation, this authority may apply to unique delivery and invoicing requirements, confidentiality requirements, defaults on Orders, governing law and venue relating to Orders by a Participating Entity, indemnification, and insurance requirements. Statutory or constitutional requirements relating to availability of funds may require specific language in some Participating Addenda in order to comply with applicable law. The expectation is that these alterations, modifications, supplements, or amendments will be addressed in the Participating Addendum or, with the consent of the Purchasing Entity and Contractor, may be included in the ordering document (e.g., purchase order or contract) used by the Purchasing Entity to place the Order.
- 4.3 **Authorized Use.** Use of specific NASPO ValuePoint Master Agreements by state agencies, political subdivisions and other Participating Entities is subject to applicable state law and the approval of the respective State

Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.

- 4.4 Obligated Entities.** Obligations under this Master Agreement are limited to those Participating Entities who have signed a Participating Addendum and Purchasing Entities within the scope of those Participating Addenda. States or other entities permitted to participate may use an informal competitive process to determine which Master Agreements to participate in through execution of a Participating Addendum. Participating Entities incur no financial obligations on behalf of other Purchasing Entities.
- 4.5 Notice of Participating Addendum.** Contractor shall email a fully executed PDF copy of each Participating Addendum to pa@naspovaluepoint.org to support documentation of participation and posting in appropriate databases.
- 4.6 Eligibility for a Participating Addendum.** Eligible entities who are not states may under some circumstances sign their own Participating Addendum, subject to the consent of the Chief Procurement Official of the state where the entity is located. Coordinate requests for such participation through NASPO ValuePoint. Any permission to participate through execution of a Participating Addendum is not a determination that procurement authority exists; the entity must ensure that they have the requisite procurement authority to execute a Participating Addendum.
- 4.7 Prohibition on Resale.** Subject to any specific conditions included in the solicitation or Contractor's proposal as accepted by the Lead State, or as explicitly permitted in a Participating Addendum, Purchasing Entities may not resell Products purchased under this Master Agreement. Absent any such condition or explicit permission, this limitation does not prohibit: payments by employees of a Purchasing Entity for Products; sales of Products to the general public as surplus property; and fees associated with inventory transactions with other governmental or nonprofit entities and consistent with a Purchasing Entity's laws and regulations. Any sale or transfer permitted by this subsection must be consistent with license rights granted for use of intellectual property.
- 4.8 Individual Customers.** Except as may otherwise be agreed to by the Purchasing Entity and Contractor, each Purchasing Entity shall follow the terms and conditions of the Master Agreement and applicable Participating Addendum and will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement and as the Participating Entity has in the Participating Addendum, including but not limited to any indemnity or right to recover any costs as such right is defined in the Master Agreement and applicable Participating Addendum for their purchases. Each Purchasing Entity will be responsible for its own charges, fees, and liabilities. The Contractor will apply the charges and invoice each Purchasing Entity individually.

- 4.9 Release of Information.** Throughout the duration of this Master Agreement, Contractor must secure from the Lead State prior approval for the release of information that pertains to the potential work or activities covered by the Master Agreement. This limitation does not preclude publication about the award of the Master Agreement or marketing activities consistent with any proposed and accepted marketing plan.
- 4.10 No Representations.** The Contractor shall not make any representations of NASPO ValuePoint, the Lead State, any Participating Entity, or any Purchasing Entity's opinion or position as to the quality or effectiveness of the services that are the subject of this Master Agreement without prior written consent.

V. NASPO ValuePoint Provisions

- 5.1 Applicability.** NASPO ValuePoint is not a party to the Master Agreement. The terms set forth in Section V are for the benefit of NASPO ValuePoint as a third-party beneficiary of this Master Agreement.

5.2 Administrative Fees

- 5.2.1 NASPO ValuePoint Fee.** Contractor shall pay to NASPO ValuePoint, or its assignee, a NASPO ValuePoint Administrative Fee of one-quarter of one percent (0.25% or 0.0025) no later than sixty (60) days following the end of each calendar quarter. The NASPO ValuePoint Administrative Fee must be submitted quarterly and is based on all sales of products and services under the Master Agreement (less any charges for taxes or shipping). The NASPO ValuePoint Administrative Fee is not negotiable. This fee is to be included as part of the pricing submitted with a vendor's response to the Lead State's solicitation.
- 5.2.2 State Imposed Fees.** Some Participating Entities may require an additional administrative fee be paid by Contractor directly to the Participating Entity on purchases made by Purchasing Entities within that Participating Entity. For all such requests, the fee rate or amount, payment method and schedule for such reports and payments will be incorporated into the applicable Participating Addendum. Unless prohibited by law or otherwise negotiated in a Participating Addendum, Contractor may adjust the Participating Addendum pricing by an amount no greater than the Participating Entity fee for purchases made by Purchasing Entities within the jurisdiction of the Participating Entity. No such agreement will affect the NASPO ValuePoint Administrative Fee percentage or the prices paid by Purchasing Entities outside the jurisdiction of the state requesting the additional fee.

5.3 NASPO ValuePoint Summary and Detailed Usage Reports

- 5.3.1 Sales Data Reporting.** In accordance with this section, Contractor shall report to NASPO ValuePoint all Orders under this Master Agreement for which Contractor has invoiced the ordering entity or individual, including Orders invoiced to Participating Entity or Purchasing Entity employees for personal use if such use is permitted by this Master Agreement and the applicable Participating Addendum ("Sales Data"). Timely and complete reporting of Sales Data is a material requirement of this Master Agreement. Reporting requirements, including those related to the format, contents, frequency, or delivery of reports, may be updated by NASPO ValuePoint with reasonable notice to Contractor and without amendment to this Master Agreement. NASPO ValuePoint shall have exclusive ownership of any media on which reports are submitted and shall have a perpetual, irrevocable, non-exclusive, royalty free, and transferable right to display, modify, copy, and otherwise use reports, data, and information provided under this section.
- 5.3.2 Summary Sales Data.** "Summary Sales Data" is Sales Data reported as cumulative totals by state. Contractor shall, using the reporting tool or template provided by NASPO ValuePoint, report Summary Sales Data to NASPO ValuePoint for each calendar quarter no later than thirty (30) days following the end of the quarter. If Contractor has no reportable Sales Data for the quarter, Contractor shall submit a zero-sales report.
- 5.3.3 Detailed Sales Data.** "Detailed Sales Data" is Sales Data that includes for each Order all information required by the Solicitation or by NASPO ValuePoint, including customer information, Order information, and line-item details. Contractor shall, using the reporting tool or template provided by NASPO ValuePoint, report Detailed Sales Data to NASPO ValuePoint for each calendar quarter no later than thirty (30) days following the end of the quarter. Detailed Sales Data shall be reported in the format provided in the Solicitation or provided by NASPO ValuePoint. The total sales volume of reported Detailed Sales Data shall be consistent with the total sales volume of reported Summary Sales Data.
- 5.3.4 Sales Data Crosswalks.** Upon request by NASPO ValuePoint, Contractor shall provide to NASPO ValuePoint tables of customer and Product information and specific attributes thereof for the purpose of standardizing and analyzing reported Sales Data ("Crosswalks"). Customer Crosswalks must include a list of existing and potential Purchasing Entities and identify for each the appropriate customer type as defined by NASPO ValuePoint. Product Crosswalks must include Contractor's part number or SKU for each Product in Offeror's catalog and identify for each the appropriate Master Agreement category (and subcategory, if applicable), manufacturer part number, product description, eight-

digit UNSPSC Class Level commodity code, and (if applicable) EPEAT value and Energy Star rating. Crosswalk requirements and fields may be updated by NASPO ValuePoint with reasonable notice to Contractor and without amendment to this Master Agreement. Contractor shall work in good faith with NASPO ValuePoint to keep Crosswalks updated as Contractor's customer lists and product catalog change.

5.3.5 Executive Summary. Contractor shall, upon request by NASPO ValuePoint, provide NASPO ValuePoint with an executive summary that includes but is not limited to a list of states with an active Participating Addendum, states with which Contractor is in negotiations, and any Participating Addendum roll-out or implementation activities and issues. NASPO ValuePoint and Contractor will determine the format and content of the executive summary.

5.4 NASPO ValuePoint Cooperative Program Marketing, Training, and Performance Review

- 5.4.1 Staff Education.** Contractor shall work cooperatively with NASPO ValuePoint personnel. Contractor shall present plans to NASPO ValuePoint for the education of Contractor's contract administrator(s) and sales/marketing workforce regarding the Master Agreement contract, including the competitive nature of NASPO ValuePoint procurements, the master agreement and participating addendum process, and the manner in which eligible entities can participate in the Master Agreement.
- 5.4.2 Onboarding Plan.** Upon request by NASPO ValuePoint, Contractor shall, as Participating Addendums are executed, provide plans to launch the program for the Participating Entity. Plans will include time frames to launch the agreement and confirmation that the Contractor's website has been updated to properly reflect the scope and terms of the Master Agreement as available to the Participating Entity and eligible Purchasing Entities.
- 5.4.3 Annual Contract Performance Review.** Contractor shall participate in an annual contract performance review with the Lead State and NASPO ValuePoint, which may at the discretion of the Lead State be held in person and which may include a discussion of marketing action plans, target strategies, marketing materials, Contractor reporting, and timeliness of payment of administration fees.
- 5.4.4 Use of NASPO ValuePoint Logo.** The NASPO ValuePoint logos may not be used by Contractor in sales and marketing until a separate logo use agreement is executed with NASPO ValuePoint.
- 5.4.5 Most Favored Customer.** Contractor shall, within thirty (30) days of their effective date, to notify the Lead State and NASPO ValuePoint of any contractual most-favored-customer provisions in third-party contracts or agreements that may affect the promotion of this Master Agreements or whose terms provide for adjustments to future rates or pricing based on rates, pricing in, or Orders from this

Master Agreement. Upon request of the Lead State or NASPO ValuePoint and, if such provision is identified as confidential in the agreement between Contractor and the third-party, mutual agreement of the third-party, Contractor shall provide a copy of any such provisions.

- 5.5 Cancellation.** In consultation with NASPO ValuePoint, the Lead State may, in its discretion, cancel the Master Agreement or not exercise an option to renew, when utilization of Contractor's Master Agreement does not warrant further administration of the Master Agreement. The Lead State may also exercise its right to not renew the Master Agreement if vendor fails to record or report revenue for three consecutive quarters, upon 60-calendar day written notice to the Contractor. Cancellation based on nonuse or under-utilization will not occur sooner than two years after execution of the Master Agreement. This subsection does not limit the discretionary right of either the Lead State or Contractor to cancel the Master Agreement for convenience or to terminate for default subject to the terms herein. This subsection also does not limit any right of the Lead State to cancel the Master Agreement under applicable laws.
- 5.6 Canadian Participation.** Subject to the approval of Contractor, any Canadian provincial government or provincially funded entity in Alberta, British Columbia, Manitoba, New Brunswick, Newfoundland and Labrador, Nova Scotia, Ontario, Prince Edward Island, Quebec, or Saskatchewan, and territorial government or territorial government funded entity in the Northwest Territories, Nunavut, or Yukon, including municipalities, universities, community colleges, school boards, health authorities, housing authorities, agencies, boards, commissions, and crown corporations, may be eligible to use Contractor's Master Agreement.
- 5.7 Additional Agreement with NASPO.** Upon request by NASPO ValuePoint, awarded Contractor shall enter into a direct contractual relationship with NASPO ValuePoint related to Contractor's obligations to NASPO ValuePoint under the terms of the Master Agreement, the terms of which shall be the same or similar (and not less favorable) than the terms set forth in the Master Agreement.

VI. Pricing, Payment & Leasing

6.1 Pricing.

- 6.1.1** Minimum discount percentage rates must be guaranteed for the initial term of the Master Agreement.
- 6.1.2** Contractor may request to update the pricing on their Published Commercial Price List one (1) time every twelve (12) months. Any update must be submitted at least ninety (90) days prior to the effective date and the Lead Contract State Administrator may update the Master Agreement through a written amendment as appropriate.

The requested increase must be based upon a documented cost increase to the Contractor that is directly correlated to the price of the products on the Contractor's Published Commercial Price List that are covered under the Master Agreement. The price adjustment must not produce a higher profit margin than the original contract and must be accompanied by sufficient documentation supporting the request and demonstrating a reasonableness of the adjustment when comparing the current price list to the proposed price list.

Documentation shall include, but not be limited to, the Contractor's national price increase announcement letter, a complete and detailed description of what products are increasing and by what percentage, a complete and detailed description of what raw materials and/or other costs have increased and provide proof of increase, index data, and other information to support and justify the increase. The Lead State Contract Administrator may conduct a thorough investigation of the data provided and substantiate whether the increase is valid or justified.

Any approved Published Commercial Price List price adjustments shall carry a price guarantee period of twelve (12) months and be effective on the date of the Master Agreement amendment or the designated effective date.

In the event of an extraordinary, emergency, or other unusual or unexpected increase in the cost of manufacturing, supplying or distributing Products that negatively and materially impacts Contractor's costs, Contractor reserves the right to request renegotiation of pricing and/or an out of cycle price increase to be applicable only for the duration of the emergency or event resulting in the increase in Contractor's costs. Requests for such price increases must be justified and documented in accordance with the requirements set forth in this section, and approval of any request is solely at the discretion of the Lead State.

Any adjustment or amendment for a price increase to the Master Agreement will not be effective unless approved by the Lead State Contract Administrator. Increases in allowable discounts and decreases in market pricing shall be immediately offered to the Lead State for amendment into the Master Agreement.

No retroactive price adjustments will be allowed for Published Commercial Price List price adjustments.

- 6.2 Payment.** Unless otherwise agreed upon in a Participating Addendum or Order, Payment after Acceptance will be made within thirty (30) days following the date the entire order is delivered or the date a correct invoice

is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance, unless a different late payment amount is

specified in a Participating Addendum or Order, or otherwise prescribed by applicable law. Payments will be remitted in the manner specified in the Participating Addendum or Order. Payments may be made via a purchasing card with no additional charge.

- 6.3 Leasing or Alternative Financing Methods.** The procurement and other applicable laws of some Purchasing Entities may permit the use of leasing or alternative financing methods for the acquisition of Products under this Master Agreement. Where the terms and conditions are not otherwise prescribed in an applicable Participating Addendum, the terms and conditions for leasing or alternative financing methods are subject to negotiation between the Contractor and Purchasing Entity.

VII. Ordering

- 7.1 Order Numbers.** Master Agreement order and purchase order numbers must be clearly shown on all acknowledgments, packing slips, invoices, and on all correspondence.
- 7.2 Quotes.** Purchasing Entities may define entity-specific or project-specific requirements and informally compete the requirement among companies having a Master Agreement on an "as needed" basis. This procedure may also be used when requirements are aggregated or other firm commitments may be made to achieve reductions in pricing. This procedure may be modified in Participating Addenda and adapted to the Purchasing Entity's rules and policies. The Purchasing Entity may in its sole discretion determine which Master Agreement Contractors should be solicited for a quote. The Purchasing Entity may select the quote that it considers most advantageous, cost, and other factors considered.
- 7.3 Applicable Rules.** Each Purchasing Entity will identify and utilize its own appropriate purchasing procedure and documentation. Contractor is expected to become familiar with the Purchasing Entities' rules, policies, and procedures regarding the ordering of supplies and/or services contemplated by this Master Agreement.
- 7.4 Required Documentation.** Contractor shall not begin work without a valid Purchase Order or other appropriate commitment document under the law of the Purchasing Entity.
- 7.5 Term of Purchase.** Orders may be placed consistent with the terms of this Master Agreement and applicable Participating Addendum during the term of the Master Agreement and Participating Addendum.
- 7.5.1** Orders must be placed pursuant to this Master Agreement prior to the termination date thereof, but may have a delivery date or performance period up to ~~420~~ 90 days past the then-current termination date of this Master Agreement.
- 7.5.2** Notwithstanding the previous, Orders must also comply with the terms of the applicable Participating Addendum, which may further restrict the period during which Orders may be placed or delivered.

- 7.5.3** Financial obligations of Purchasing Entities payable after the current applicable fiscal year are contingent upon agency funds for that purpose being appropriated, budgeted, and otherwise made available.
- 7.5.4** Notwithstanding the expiration, cancellation or termination of this Master Agreement, Contractor shall perform in accordance with the terms of any Orders then outstanding at the time of such expiration or termination. Contractor shall not honor any Orders placed after the expiration, cancellation, or termination of this Master Agreement, or in any manner inconsistent with this Master Agreement's terms.
- 7.5.5** Orders for any separate indefinite quantity, task order, or other form of indefinite delivery order arrangement priced against this Master Agreement may not be placed after the expiration or termination of this Master Agreement, notwithstanding the term of any such indefinite delivery order agreement.
- 7.6 Order Form Requirements.** All Orders pursuant to this Master Agreement, at a minimum, must include:

 - 7.6.1** The services or supplies being delivered;
 - 7.6.2** A shipping address and other delivery requirements, if any;
 - 7.6.3** A billing address;
 - 7.6.4** Purchasing Entity contact information;
 - 7.6.5** Pricing consistent with this Master Agreement and applicable Participating Addendum and as may be adjusted by agreement of the Purchasing Entity and Contractor including the following:

 - 7.6.5.1** Published Commercial Price List
 - 7.6.5.2** Contracted Discount Percentage
 - 7.6.5.3** Contract Price
 - 7.6.6** Installation and Design Fees show as hourly rates. Information must include the number of crew members required and the installation team's associated hours and hourly rate. Each crew member's number of hours must a detailed explanation of the work to be included in those hours.
 - 7.6.7** Anticipated Lead times
 - 7.6.8** A not-to-exceed total for the products or services being ordered; and
 - 7.6.9** The Master Agreement number or the applicable Participating Addendum number, provided the Participating Addendum references the Master Agreement number.

- 7.7 Communication.** All communications concerning administration of Orders placed must be furnished solely to the authorized purchasing agent within the Purchasing Entity's purchasing office, or to such other individual identified in writing in the Order.
- 7.8 Contract Provisions for Orders Utilizing Federal Funds.** Pursuant to Appendix II to 2 Code of Federal Regulations (CFR) Part 200, Contract Provisions for Non-Federal Entity Contracts Under Federal Awards, Orders funded with federal funds may have additional contractual requirements or certifications that must be satisfied at the time the Order is placed or upon delivery. These federal requirements may be proposed by Participating Entities in Participating Addenda and Purchasing Entities for incorporation in Orders placed under this Master Agreement.

VIII. Shipping and Delivery

- 8.1 Shipping Terms.** All deliveries will be F.O.B. destination, freight pre-paid and allowed, with all transportation and handling charges paid by the Contractor.
- 8.1.1** Notwithstanding the above, responsibility and liability for loss or damage will remain the Contractor's until final inspection and acceptance when responsibility will pass to the Purchasing Entity except as to latent defects, fraud, and Contractor's warranty obligations.
- 8.2** Any portion of an Order to be shipped without transportation charges that is back ordered will be shipped without charge.
- 8.3** Specific delivery instructions will be noted on the order form or Purchase Order. Costs to repair any damage to the building interior (e.g., scratched walls, damage to the freight elevator, etc.) caused by Contractor or Contractor's carrier will be the responsibility of the Contractor. Immediately upon becoming aware of such damage, Contractor shall notify the Purchasing Entity placing the Order.
- 8.4 Packaging.** All products must be delivered in the manufacturer's standard package. Costs must include all packing and/or crating charges. Cases must be of durable construction, in good condition, properly labeled and suitable in every respect for storage and handling of contents. Each shipping carton must be marked with the commodity, brand, quantity, item code number and the Purchasing Entity's Purchase Order number.

IX. Inspection and Acceptance

- 9.1 Laws and Regulations.** Any and all Products offered and furnished must comply fully with all applicable Federal, State, and local laws and regulations.
- 9.2 Applicability.** Unless otherwise specified in the Master Agreement, Participating Addendum, or ordering document, the terms of this Section

IX will apply. This section is not intended to limit rights and remedies under the applicable commercial code.

9.3 Inspection. All Products are subject to inspection at reasonable times and places before Acceptance. Contractor shall provide right of access to the Lead State, or to any other authorized agent or official of the Lead State or other Participating or Purchasing Entity, at reasonable times, to monitor and evaluate performance, compliance, and/or quality assurance requirements under this Master Agreement.

9.3.1 Products that do not meet specifications may be rejected. Failure to reject upon receipt, however, does not relieve the contractor of liability for material (nonconformity that substantially impairs value) latent or hidden defects subsequently revealed when goods are put to use.

9.3.2 Acceptance of such goods may be revoked in accordance with the provisions of the applicable commercial code, and the Contractor is liable for any resulting expense incurred by the Purchasing Entity related to the preparation and shipping of Product rejected and returned, or for which Acceptance is revoked.

9.4 Failure to Conform. If any services do not conform to contract requirements, the Purchasing Entity may require the Contractor to perform the services again in conformity with contract requirements, at no increase in Order amount. When defects cannot be corrected by re-performance, the Purchasing Entity may require the Contractor to take necessary action to ensure that future performance conforms to contract requirements and reduce the contract price to reflect the reduced value of services performed.

9.5 Acceptance Testing. Purchasing Entity may establish a process, in keeping with industry standards, to ascertain whether the Product meets the standard of performance or specifications prior to Acceptance by the Purchasing Entity.

9.5.1 The Acceptance Testing period will be thirty (30) calendar days, unless otherwise specified, starting from the day after the Product is delivered or, if installed by Contractor, the day after the Product is installed and Contractor certifies that the Product is ready for Acceptance Testing.

9.5.2 If the Product does not meet the standard of performance or specifications during the initial period of Acceptance Testing, Purchasing Entity may, at its discretion, continue Acceptance Testing on a day-to-day basis until the standard of performance is met.

9.5.3 Upon rejection, the Contractor will have fifteen (15) calendar days to cure. If after the cure period, the Product still has not met the standard of performance or specifications, the Purchasing Entity

may, at its option: (a) declare Contractor to be in breach and terminate the Order; (b) demand replacement Product from Contractor at no additional cost to Purchasing Entity; or, (c) continue the cure period for an additional time period agreed upon by the Purchasing Entity and the Contractor.

9.5.4 Contractor shall pay all costs related to the preparation and shipping of Product returned pursuant to the section.

9.5.5 No Product will be deemed Accepted and no charges will be paid until the standard of performance or specification is met.

X. Warranty

10.1 Applicability. Unless otherwise specified in the Master Agreement, Participating Addendum, or ordering document, the terms of this Section X will apply.

10.2 Warranty. The Contractor warrants at a minimum the office furniture products and materials offered under this RFP and resulting Master Agreement for ten (10) years from Acceptance. Contractor may exclude textiles, color fastness, electrical components, pneumatic cylinders and other moving parts from the ten (10) year warranty from Acceptance. If not explicitly excluded, the products will carry the ten (10) year warranty from Acceptance. Specialty products and accessories may be excluded from the following requirements and must offer a minimum warranty of five (5) years from Acceptance. Warranties must contain descriptive warranty information for all specialty products and accessories. Contractor warrants that: (a) the Product performs according to all specific claims that the Contractor made in its response to the solicitation, (b) the Product is suitable for the ordinary purposes for which such Product is used, (c) the Product is suitable for any special purposes identified in the solicitation or for which the Purchasing Entity has relied on the Contractor's skill or judgment, (d) the Product is designed and manufactured in a commercially reasonable manner, and (e) the Product is free of defects.

10.3 Breach of Warranty. Upon breach of the warranty set forth above, the Contractor will repair or replace (at no charge to the Purchasing Entity) the Product whose nonconformance is discovered and made known to the Contractor. If the repaired and/or replaced Product proves to be inadequate, or fails of its essential purpose, the Contractor will refund the full amount of any payments that have been made.

10.4 Rights Reserved. The rights and remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or equity, including, without limitation, actual damages, and, as applicable and awarded under the law, to a prevailing party, reasonable attorneys' fees and costs.

10.5 Warranty Period Start Date. The warranty period will begin upon Acceptance, as set forth in Section IX.

XI. Product Title

- 11.1 Conveyance of Title.** Upon Acceptance by the Purchasing Entity, Contractor shall convey to Purchasing Entity title to the Product free and clear of all liens, encumbrances, or other security interests.
- 11.2 Embedded Software.** Transfer of title to the Product must include an irrevocable and perpetual license to use any Embedded Software in the Product. If Purchasing Entity subsequently transfers title of the Product to another entity, Purchasing Entity shall have the right to transfer the license to use the Embedded Software with the transfer of Product title. A subsequent transfer of this software license will be at no additional cost or charge to either Purchasing Entity or Purchasing Entity's transferee.
- 11.3 License of Pre-Existing Intellectual Property.** Contractor grants to the Purchasing Entity a nonexclusive, perpetual, royalty-free, irrevocable, license to use, publish, translate, reproduce, transfer with any sale of tangible media or Product, perform, display, and dispose of the Intellectual Property, and its derivatives, used or delivered under this Master Agreement, but not created under it ("Pre-existing Intellectual Property"). The Contractor shall be responsible for ensuring that this license is consistent with any third-party rights in the Pre-existing Intellectual Property.

XII. Indemnification

- 12.1 General Indemnification.** The Contractor shall defend, indemnify and hold harmless NASPO, NASPO ValuePoint, the Lead State, Participating Entities, and Purchasing Entities, along with their officers and employees, from and against third-party claims, damages or causes of action including reasonable attorneys' fees and related costs for any death, injury, or damage to tangible property arising from any act, error, or omission of the Contractor, its employees or subcontractors or volunteers, at any tier, relating to performance under this Master Agreement.
- 12.2 Intellectual Property Indemnification.** The Contractor shall defend, indemnify and hold harmless NASPO, NASPO ValuePoint, the Lead State, Participating Entities, Purchasing Entities, along with their officers and employees ("Indemnified Party"), from and against claims, damages or causes of action including reasonable attorneys' fees and related costs arising out of the claim that the Product or its use infringes Intellectual Property rights of another person or entity ("Intellectual Property Claim").
- 12.2.1** The Contractor's obligations under this section will not extend to any combination of the Product with any other product, system or method, unless the Product, system or method is:

- 12.2.1.1 provided by the Contractor or the Contractor's subsidiaries or affiliates;
 - 12.2.1.2 specified by the Contractor to work with the Product;
 - 12.2.1.3 reasonably required to use the Product in its intended manner, and the infringement could not have been avoided by substituting another reasonably available product, system or method capable of performing the same function; or
 - 12.2.1.4 reasonably expected to be used in combination with the Product.
- 12.2.2** The Indemnified Party shall notify the Contractor within a reasonable time after receiving notice of an Intellectual Property Claim. Even if the Indemnified Party fails to provide reasonable notice, the Contractor shall not be relieved from its obligations unless the Contractor can demonstrate that it was prejudiced in defending the Intellectual Property Claim resulting in increased expenses or loss to the Contractor. If the Contractor promptly and reasonably investigates and defends any Intellectual Property Claim, it shall have control over the defense and settlement of the Intellectual Property Claim. However, the Indemnified Party must consent in writing for any money damages or obligations for which it may be responsible.
- 12.2.3** The Indemnified Party shall furnish, at the Contractor's reasonable request and expense, information and assistance necessary for such defense. If the Contractor fails to vigorously pursue the defense or settlement of the Intellectual Property Claim, the Indemnified Party may assume the defense or settlement of the Intellectual Property Claim and the Contractor shall be liable for all costs and expenses, including reasonable attorneys' fees and related costs, incurred by the Indemnified Party in the pursuit of the Intellectual Property Claim.
- 12.2.4** Unless otherwise set forth herein, Section 12.2 is not subject to any limitations of liability in this Master Agreement or in any other document executed in conjunction with this Master Agreement.

XIII. Insurance

- 13.1 Term.** Contractor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. A Participating Entity may negotiate alternative Insurance requirements in their Participating Addendum.
- 13.2 Class.** Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state and having a rating of A-, Class VII or better, in the most recently

published edition of A.M. Best's Insurance Reports. Failure to buy and maintain the required insurance may result in this Master Agreement's termination or, at a Participating Entity's option, result in termination of its Participating Addendum.

- 13.3 Coverage.** Coverage must be written on an occurrence basis. The minimum acceptable limits will be as indicated below:
- 13.3.1** Contractor shall maintain Commercial General Liability insurance covering premises operations, independent contractors, products and completed operations, blanket contractual liability, personal injury (including death), advertising liability, and property damage, with a limit of not less than \$1 million per occurrence and \$2 million general aggregate;
 - 13.3.2** Contractor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.
- 13.4 Notice of Cancellation.** Contractor shall pay premiums on all insurance policies. Contractor shall provide notice to a Participating Entity who is a state within five (5) business days after Contractor is first aware of expiration, cancellation or nonrenewal of such policy or is first aware that cancellation is threatened or expiration, nonrenewal or expiration otherwise may occur.
- 13.5 Notice of Endorsement.** Prior to commencement of performance, Contractor shall provide to the Lead State a written endorsement to the Contractor's general liability insurance policy or other documentary evidence acceptable to the Lead State that (1) provides that written notice of cancellation will be delivered in accordance with the policy provisions, and (2) provides that the Contractor's liability insurance policy will be primary, with any liability insurance of any Participating State as secondary and noncontributory.
- 13.6 Participating Entities.** Contractor shall provide to Participating States and Participating Entities the same insurance obligations and documentation as those specified in Section XIII, except the endorsement is provided to the applicable Participating State or Participating Entity.
- 13.7 Furnishing of Certificates.** Contractor shall furnish to the Lead State copies of certificates of all required insurance in a form sufficient to show required coverage within thirty (30) calendar days of the execution of this Master Agreement and prior to performing any work. Copies of renewal certificates of all required insurance will be furnished within thirty (30) days after any renewal date to the applicable state Participating Entity. Failure to provide evidence of coverage may, at the sole option of the Lead State, or any Participating Entity, result in this Master Agreement's termination or the termination of any Participating Addendum.

- 13.8 Disclaimer.** Insurance coverage and limits will not limit Contractor's liability and obligations under this Master Agreement, any Participating Addendum, or any Purchase Order.

XIV. General Provisions

14.1 Records Administration and Audit

- 14.1.1** The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and Orders placed by Purchasing Entities under it to the extent and in such detail as will adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right will survive for a period of six (6) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Master Agreement, whichever is later, or such longer period as is required by the Purchasing Entity's state statutes, to assure compliance with the terms hereof or to evaluate performance hereunder.
- 14.1.2** Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any overpayments inconsistent with the terms of the Master Agreement or Orders or underpayment of fees found as a result of the examination of the Contractor's records.
- 14.1.3** The rights and obligations herein exist in addition to any quality assurance obligation in the Master Agreement that requires the Contractor to self-audit contract obligations and that permits the Lead State to review compliance with those obligations.

14.2 Confidentiality, Non-Disclosure, and Injunctive Relief

- 14.2.1 Confidentiality.** Contractor acknowledges that it and its employees or agents may, in the course of providing a Product under this Master Agreement, be exposed to or acquire information that is confidential to Purchasing Entity or Purchasing Entity's clients.
- 14.2.1.1** Any and all information of any form that is marked as confidential or would by its nature be deemed confidential obtained by Contractor or its employees

or agents in the performance of this Master Agreement, including but not necessarily limited to (1) any Purchasing Entity's records, (2) personnel records, and (3) information concerning individuals, is confidential information of Purchasing Entity ("Confidential Information").

14.2.1.2 Any reports or other documents or items (including software) that result from the use of the Confidential Information by Contractor shall be treated in the same manner as the Confidential Information.

14.2.1.3 Confidential Information does not include information that (1) is or becomes (other than by disclosure by Contractor) publicly known; (2) is furnished by Purchasing Entity to others without restrictions similar to those imposed by this Master Agreement; (3) is rightfully in Contractor's possession without the obligation of nondisclosure prior to the time of its disclosure under this Master Agreement; (4) is obtained from a source other than Purchasing Entity without the obligation of confidentiality, (5) is disclosed with the written consent of Purchasing Entity; or (6) is independently developed by employees, agents or subcontractors of Contractor who can be shown to have had no access to the Confidential Information.

14.2.2 Non-Disclosure. Contractor shall hold Confidential Information in confidence, using at least the industry standard of confidentiality, and shall not copy, reproduce, sell, assign, license, market, transfer or otherwise dispose of, give, or disclose Confidential Information to third parties or use Confidential Information for any purposes whatsoever other than what is necessary to the performance of Orders placed under this Master Agreement.

14.2.2.1 Contractor shall advise each of its employees and agents of their obligations to keep Confidential Information confidential. Contractor shall use commercially reasonable efforts to assist Purchasing Entity in identifying and preventing any unauthorized use or disclosure of any Confidential Information.

14.2.2.2 Without limiting the generality of the foregoing, Contractor shall advise Purchasing Entity, applicable Participating Entity, and the Lead State immediately if Contractor learns or has reason to believe that any person who has had access to Confidential Information

has violated or intends to violate the terms of this Master Agreement, and Contractor shall at its expense cooperate with Purchasing Entity in seeking injunctive or other equitable relief in the name of Purchasing Entity or Contractor against any such person.

14.2.2.3 Except as directed by Purchasing Entity, Contractor will not at any time during or after the term of this Master Agreement disclose, directly or indirectly, any Confidential Information to any person, except in accordance with this Master Agreement, and that upon termination of this Master Agreement or at Purchasing Entity's request, Contractor shall turn over to Purchasing Entity all documents, papers, and other matter in Contractor's possession that embody Confidential Information.

14.2.2.4 Notwithstanding the foregoing, Contractor may keep one copy of such Confidential Information necessary for quality assurance, audits, and evidence of the performance of this Master Agreement.

14.2.3 Injunctive Relief. Contractor acknowledges that Contractor's breach of Section 14.2 would cause irreparable injury to the Purchasing Entity that cannot be inadequately compensated in monetary damages. Accordingly, Purchasing Entity may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies that may be available. Contractor acknowledges and agrees that the covenants contained herein are necessary for the protection of the legitimate business interests of Purchasing Entity and are reasonable in scope and content.

14.2.4 Purchasing Entity Law. These provisions will be applicable only to extent they are not in conflict with the applicable public disclosure laws of any Purchasing Entity.

14.2.5 NASPO ValuePoint. The rights granted to Purchasing Entities and Contractor's obligations under this section will also extend to NASPO ValuePoint's Confidential Information, including but not limited to Participating Addenda, Orders or transaction data relating to Orders under this Master Agreement that identify the entity/customer, Order dates, line-item descriptions and volumes, and prices/rates. This provision does not apply to disclosure to the Lead State, a Participating State, or any governmental entity exercising an audit, inspection, or examination pursuant to this Master Agreement. To the extent permitted by law, Contractor shall notify the Lead State of the

identify of any entity seeking access to the Confidential Information described in this subsection.

- 14.2.6 Public Information.** This Master Agreement and all related documents are subject to disclosure pursuant to the Lead State's public information laws.

14.3 Assignment/Subcontracts

- 14.3.1** Contractor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this Master Agreement, in whole or in part, without the prior written approval of the Lead State.

- 14.3.2** The Lead State reserves the right to assign any rights or duties, including written assignment of contract administration duties, to NASPO ValuePoint and other third parties.

- 14.4 Changes in Contractor Representation.** The Contractor must, within ten (10) calendar days, notify the Lead State in writing of any changes in the Contractor's key administrative personnel managing the Master Agreement. The Lead State reserves the right to approve or reject changes in key personnel, as identified in the Contractor's proposal. The Contractor shall propose replacement key personnel having substantially equal or better education, training, and experience as was possessed by the key person proposed and evaluated in the Contractor's proposal.

- 14.5 Independent Contractor.** Contractor is an independent contractor. Contractor has no authorization, express or implied, to bind the Lead State, Participating States, other Participating Entities, or Purchasing Entities to any agreements, settlements, liability or understanding whatsoever, and shall not hold itself out as agent except as expressly set forth herein or as expressly set forth in an applicable Participating Addendum or Order.

- 14.6 Cancellation.** Unless otherwise set forth herein, this Master Agreement may be canceled by either party upon sixty (60) days' written notice prior to the effective date of the cancellation. Further, any Participating Entity may cancel its participation upon thirty (30) days' written notice, unless otherwise limited or stated in the Participating Addendum. Cancellation may be in whole or in part. Any cancellation under this provision will not affect the rights and obligations attending Orders outstanding at the time of cancellation, including any right of a Purchasing Entity to indemnification by the Contractor, rights of payment for Products delivered and accepted, rights attending any warranty or default in performance in association with any Order, and requirements for records administration and audit. Cancellation of the Master Agreement due to Contractor default may be immediate.

- 14.7 Force Majeure.** Neither party to this Master Agreement shall be held responsible for delay or default caused by fire, riot, unusually severe

weather, other acts of God, or acts of war which are beyond that party's reasonable control. The Lead State may terminate this Master Agreement upon determining such delay or default will reasonably prevent successful performance of the Master Agreement.

14.8 Defaults and Remedies

14.8.1 The occurrence of any of the following events will be an event of default under this Master Agreement:

- 14.8.1.1** Nonperformance of contractual requirements;
- 14.8.1.2** A material breach of any term or condition of this Master Agreement;
- 14.8.1.3** Any certification, representation or warranty by Contractor in response to the solicitation or in this Master Agreement that proves to be untrue or materially misleading;
- 14.8.1.4** Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contractor, or the appointment of a receiver or similar officer for Contractor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or
- 14.8.1.5** Any default specified in another section of this Master Agreement.

14.8.2 Upon the occurrence of an event of default, the Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of fifteen (15) calendar days in which Contractor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public safety or prevent immediate public crisis. Time allowed for cure will not diminish or eliminate Contractor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.

14.8.3 If Contractor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contractor shall be in breach of its obligations under this Master Agreement and the Lead State shall have the right to exercise any or all of the following remedies:

- 14.8.3.1** Any remedy provided by law;
- 14.8.3.2** Termination of this Master Agreement and any related Contracts or portions thereof;

14.8.3.3 Assessment of liquidated damages as provided in this Master Agreement;

14.8.3.4 Suspension of Contractor from being able to respond to future bid solicitations;

14.8.3.5 Suspension of Contractor's performance; and

14.8.3.6 Withholding of payment until the default is remedied.

14.8.4 Unless otherwise specified in the Participating Addendum, in the event of a default under a Participating Addendum, a Participating Entity shall provide a written notice of default as described in this section and shall have all of the rights and remedies under this paragraph regarding its participation in the Master Agreement, in addition to those set forth in its Participating Addendum. Unless otherwise specified in an Order, a Purchasing Entity shall provide written notice of default as described in this section and have all of the rights and remedies under this paragraph and any applicable Participating Addendum with respect to an Order placed by the Purchasing Entity. Nothing in these Master Agreement Terms and Conditions will be construed to limit the rights and remedies available to a Purchasing Entity under the applicable commercial code.

14.9 Waiver of Breach. Failure of the Lead State, Participating Entity, or Purchasing Entity to declare a default or enforce any rights and remedies will not operate as a waiver under this Master Agreement, any Participating Addendum, or any Purchase Order. Any waiver by the Lead State, Participating Entity, or Purchasing Entity must be in writing. Waiver by the Lead State or Participating Entity of any default, right or remedy under this Master Agreement or Participating Addendum, or by Purchasing Entity with respect to any Purchase Order, or breach of any terms or requirements of this Master Agreement, a Participating Addendum, or Purchase Order will not be construed or operate as a waiver of any subsequent default or breach of such term or requirement, or of any other term or requirement under this Master Agreement, any Participating Addendum, or any Purchase Order.

14.10 Debarment. The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in public procurement or contracting by any governmental department or agency. This certification represents a recurring certification made at the time any Order is placed under this Master Agreement. If the Contractor cannot certify this statement, attach a written explanation for review by the Lead State.

14.11 No Waiver of Sovereign Immunity

- 14.11.1** In no event will this Master Agreement, any Participating Addendum or any contract or any Purchase Order issued thereunder, or any act of the Lead State, a Participating Entity, or a Purchasing Entity be a waiver of any form of defense or immunity, whether sovereign immunity, governmental immunity, immunity based on the Eleventh Amendment to the Constitution of the United States or otherwise, from any claim or from the jurisdiction of any court.
- 14.11.2** This section applies to a claim brought against the Participating Entities who are states only to the extent Congress has appropriately abrogated the state's sovereign immunity and is not consent by the state to be sued in federal court. This section is also not a waiver by the state of any form of immunity, including but not limited to sovereign immunity and immunity based on the Eleventh Amendment to the Constitution of the United States.

14.12 Governing Law and Venue

- 14.12.1** The procurement, evaluation, and award of the Master Agreement will be governed by and construed in accordance with the laws of the Lead State sponsoring and administering the procurement. The construction and effect of the Master Agreement after award will be governed by the law of the state serving as Lead State. The construction and effect of any Participating Addendum or Order against the Master Agreement will be governed by and construed in accordance with the laws of the Participating Entity's or Purchasing Entity's state.
- 14.12.2** Unless otherwise specified in the RFP, the venue for any protest, claim, dispute or action relating to the procurement, evaluation, and award is in the state serving as Lead State. Venue for any claim, dispute or action concerning the terms of the Master Agreement will be in the state serving as Lead State. Venue for any claim, dispute, or action concerning any Order placed against the Master Agreement or the effect of a Participating Addendum will be in the Purchasing Entity's state.
- 14.12.3** If a claim is brought in a federal forum, then it must be brought and adjudicated solely and exclusively within the United States District Court for (in decreasing order of priority): the Lead State for claims relating to the procurement, evaluation, award, or contract performance or administration if the Lead State is a party; a Participating State if a named party; the state where the Participating Entity or Purchasing Entity is located if either is a named party.

14.13 Assignment of Antitrust Rights. Contractor irrevocably assigns to a Participating Entity who is a state any claim for relief or cause of action

which the Contractor now has or which may accrue to the Contractor in the future by reason of any violation of state or federal antitrust laws (15 U.S.C. § 1-15 or a Participating Entity's state antitrust provisions), as now in effect and as may be amended from time to time, in connection with any goods or services provided in that state for the purpose of carrying out the Contractor's obligations under this Master Agreement or Participating Addendum, including, at the Participating Entity's option, the right to control any such litigation on such claim for relief or cause of action.

14.14 Survivability. Unless otherwise explicitly set forth in a Participating Addendum or Order, the terms of this Master Agreement as they apply to the Contractor, Participating Entities, and Purchasing Entities, including but not limited to pricing and the reporting of sales and payment of administrative fees to NASPO ValuePoint, shall survive expiration of this Master Agreement and shall continue to apply to all Participating Addenda and Orders until the expiration thereof.

Attachment B
Scope of Work

Section 1: Scope of Work

The following products and services are not included in the scope of this Master Agreement: residential, gaming, healthcare, educational, laboratory, auditorium and lecture hall furniture. Third party or partner brands are not included in the scope of this Master Agreement.

Accessories provided by the Contractor must be related to each product category for which Contractor is awarded.

Contractor has been awarded the following categories.

- A. Office Seating and Accessories includes general purpose office chairs that are normally used in an office environment and may include, but are not limited to those seating styles typically referred to as: conference/executive chairs, task chairs, side/guest chairs, nesting folding chairs, tablet arm chairs and stools.

Contractor must provide in their offering, at a minimum, executive seating, task/work seating, conference room seating and guest/side seating. Optional products include dispatch 24/7 seating, value seating, Bariatric seating, stackable/folding seating, work stools, and tablet arm chairs.

All products offered shall be standard catalog products for which literature and specifications are available including any certified test results if available.

All products must have an identification tag/sticker, which must include the following information: manufacturer's name, model number, and year built excluding accessories.

All products must be designed in a manner that allows assembly and disassembly to occur with minimal disruption, time, noise volume, and space usage.

- B. Lounge and Public Seating and Accessories includes products with single seat units, units with multiple seating positions within one unit or ganged seating units, and folding chairs. Public and lounge seating may be ganged/connected. Seating in this category would normally be used in indoor common/shared spaces such as waiting, reception, visitor seating, restaurant and dining settings and other gathering areas. Seating units that must be attached to the building structure for support or stability purposes and general purpose or task-oriented office chairs are not included.

Contractor must provide, at a minimum, single seats reception/lounge seating, multiple seat reception/lounge seating within one unit or ganged seating units, couch seating, and lounge seating. Optional products include collaborative lounge seating, folding chairs, foot stools, and Bariatric Lounge and Public Seating.

All products shall be standard catalog products for which literature and specifications are available including any certified test results if available.

All products must have an identification tag/sticker, which must include the following information: manufacturer's name, model number, and year built excluding accessories.

All products must be designed in a manner that allows assembly and disassembly to occur with minimal disruption, time, noise volume, and space usage.

- C. Desks, Tables, and Related Products and Accessories include products intended for use in commercial office, institutional and training environments; including retail spaces and restaurants. Tables may be collapsible and/or stackable. Tables with attached seating are excluded.

Contractor must provide in their offering, at a minimum, free-standing desks, height adjustable desks, and tables. Optional products include small office, side tables, conference room tables, training tables, and mobile and portable workstations.

All products shall be standard catalog products for which literature and specifications are available including any certified test results if available.

All products must have an identification tag/sticker, which must include the following information: manufacturer's name, model number, and year built excluding accessories.

All products must be designed in a manner that allows assembly and disassembly to occur with minimal disruption, time, noise volume, and space usage.

- D. Panel Systems and Accessories include panel systems, screens, panel supported systems, and various hang on components.

Contractor must provide in their offering, at a minimum, panel systems and overhead storage. Optional products include moveable screens, boundaries, and panels, mobile boards, and shelving.

All products shall be standard catalog products for which literature and specifications are available including any certified test results if available.

All products must have an identification tag/sticker, which must include the following information: manufacturer's name, model number, and year built excluding accessories.

All products must be designed in a manner that allows assembly and disassembly to occur with minimal disruption, time, noise volume, and space usage.

Contractor certifies that standard trim for all exposed panel ends, panel junctions, corners or changes in height must be included in quotes.

- E. Storage and Accessories include freestanding, mobile, and wall mounted storage units and shelving, bookcases, filing cabinets, pedestal filing cabinets, wardrobes, and other similar functioning storage products.

Contractor must provide in their offering, at a minimum, file cabinets, free-standing and mobile pedestal file cabinets, and bookcases. Optional items include wardrobes, cabinets, and shelving. This category does not include shelving units that are attached to panel systems or architectural products.

All products shall be standard catalog products for which literature and specifications are available including any certified test results if available.

All products must have an identification tag/sticker, which must include the following information: manufacturer's name, model number, and year built excluding accessories.

All products must be designed in a manner that allows assembly and disassembly to occur with minimal disruption, time, noise volume, and space usage.

Section 2: Original Equipment Manufacturer (OEM) Requirements

F. Minimum Dollar Amount, New Products, Product Lines, and Discount Percentage

1. There shall be no minimum dollar amount or product count under the Master Agreement or resulting Participating Addendums.
2. Contractor shall only offer new products. Used, shopworn, refurbished, demonstrator, prototype, or discontinued models are not acceptable.
3. Product Lines

During the term of the Master Agreement, the Contractor may submit a request to update the awarded product lines within the awarded categories as products are introduced or removed from the market.

The Lead State Contract Administrator may evaluate requests and update the Master Agreement through a written amendment as appropriate. The request must be made at least ninety (90) calendar days prior to the effective date. The Contractor must update the dedicated website, price lists, and catalog to reflect approved changes. Pricing must utilize the same pricing structure as was used for products falling into the same awarded product category.

If Contractor elects to offer a product line under an awarded category, the Contractor must provide the entire product line within the awarded category.

4. Discount Percentage

Contractor may offer multiple minimum percentage discounts per category and product line if, those different percentages and product types are specified on the corresponding product category detail sheet in Attachment C.

Accessories offered must be included in a specific awarded product line. Accessories from a product line not awarded may not be offered.

The minimum percentage discount offered includes Standard Delivery and Dock Delivery to Purchasing Entity.

Hardware and related components may have their own minimum percentage discount if specified on the corresponding product category detail sheet in Attachment C.

The minimum percentage discount offered does not include Installation Services. Installation Services and Design Services rates are negotiated during the Participating Addendum process.

G. Dedicated Website

1. Contractor certifies that Contractor shall maintain a contract website for each Participating Entity that executes a Participating Addendum. The purpose of the website is to inform Purchasing Entities of the individual programs under any subsequent Participating Addendum. The website, shall at minimum contain:

- a. Product offerings and options, limited to the products approved by each Participating Entity through their Participating Addendum.
- b. A list of Authorized Dealers within the Participating Entities that are authorized to service the Participating Addendum.
- c. Pricing information limited to the products approved by the Participating Entity through their Participating Addendum.
- d. Contractor must have website implemented within ninety (90) calendar days of execution of a Master Agreement or implementation of a Participating Addendum. Participating Entities will identify any state specific accessibility or other requirements during the Participating Addendum process.

H. Warranty

1. Contractor certifies that Contractor must, at a minimum, warrant the office furniture products and materials offered this Master Agreement for ten (10) years from Acceptance. Contractor may exclude textiles, color fastness, electrical components, pneumatic cylinders and other moving parts from the ten (10) year warranty from Acceptance. If not explicitly excluded, the products will carry the ten (10) year warranty from Acceptance. Specialty products and accessories may be excluded from the following requirements and must offer a minimum warranty of five (5) years from Acceptance. Warranties must contain descriptive warranty information for all specialty products and accessories.
 - a. Products including parts and components that fail under normal use as a result of a defect in design, materials, workmanship, or installation must be repaired or replaced free of charge (including labor, delivery, and installation) throughout the warranty period.
 - b. Products that require warranty repair or replacement must be repaired or replaced within a reasonable time frame that is agreed to in writing by the Purchasing Entity. This process is to ensure sufficient lead time for ordering warranty parts, components or products during the entire warranty period.

I. Freight and Delivery

1. Contractor certifies that unless otherwise noted on a purchase order, the Contractor or Contractor's Authorized Dealer must comply with the following delivery requirements:

- a. The Contractor or Contractor's Authorized Dealer must be able to offer the following delivery methods. Pricing and fees for additional services, such as inside delivery, and other non-standard requests will be negotiated during the Participating Addendum process by each Participating Entity.
- b. Standard Delivery – FOB Destination Freight Prepaid and Allowed. Product is brought to the tailgate or end of truck and Purchasing Entity is responsible to unload. No additional freight charges apply.
 - i. Freight costs must be included in the Contract Price for all Participating Entities. All freight costs for shipments to the closest west coast shipping port for Alaska and Hawaii must be included in the Contract Price offered in response to this Master Agreement. Alaska and Hawaii will negotiate freight rates (from the closest west coast shipping port to the locations of the Participating Entity) during the Participating Addendum process.
 - ii. The Contractor is responsible for filing and expediting all freight claims with carriers. The Contractor must pay title and risk of loss or damage charges.
 - iii. Participating Entities reserve the right to examine freight cost and route shipments with their own contracted carrier.
 - iv. F.O.B Destination, freight prepaid
 - Seller – Pays freight charges
 - Seller – Bears freight charges and selects carrier
 - Seller – Owns goods in transit
 - Seller – Files claims (if any)
- c. Dock Delivery - Products will be delivered and unloaded by a common carrier to a dock. Participating Entities may want to order, for example, seating or accessories and does not need assistance with installation and prefers the product to be delivered directly to Purchasing Entity's facility dock.
- d. Inside Delivery - Products will be delivered by the Contractor or Contractor's Authorized Dealer to the receiving address as designated on a purchase order. Products will be unloaded and unboxed by the Contractor or Contractor's Authorized Dealer with no installation required by the Contractor or Contractor's Authorized Dealer.

J. Installation - Products will be delivered, unloaded, uncrated, and installed by the Contractor or the Contractor's Authorized Dealer according to the plan and to a move in ready condition incorporating the requirements below in Section N.

1. Delivery of products must be made to any receiving address specified on the purchase order. Multiple delivery locations could be included on one (1) purchase order. Locations may include, but are not limited to, standard office buildings, high-rise office buildings, receiving docks, and staging areas.

2. Contractor or Contractor's Authorized Dealer must offer delivery, unloading, uncrating, and installation of products ordered from any product category for which Contractor is awarded.
3. Contractor or Contractor's Authorized Dealer is responsible for the removal of all packaging materials from the job site on a daily basis. Dumpsters and trash receptacles that belong to the Participating Entity must not be used without written permission from the Purchasing Entity.
4. Participating Entity personnel shall not assist with unloading product. Participating Entities may elect to accept partial deliveries; however, final payment will not be made until all products have been received and accepted unless a partial delivery was made at the request of the Participating Entity.
5. Contractor or Contractor's Authorized Dealer is responsible for storage of product prior to delivery. If delivery is delayed by the Participating Entity, the Participating Entity shall negotiate a new delivery date with the Contractor or Contractor's Authorized Dealer and the purchase order shall be revised. Storage costs associated with the delayed deliveries requested by the Participating Entity shall be negotiated on a project basis.
6. Emergency or rush deliveries required by the Participating Entity that require special shipping and handling charges may be at the Participating Entity's expense, but only with prior written approval from the Participating Entity and a delivery date agreement from the Contractor or Contractor's Authorized Dealer. Emergency or rush shipping charges must be added to an invoice as a separate line item. In the event emergency or rush delivery is required as the result of the Contractor or Contractor's Authorized Dealer's error; all shipping and handling charges must be paid by the Contractor and Contractor's Authorized Dealer including all charges for shipping and handling to Alaska and Hawaii.
7. The acceptance of delivery with or without objection shall not waive the right to claim damage for breach nor constitute a waiver of requirements for timely delivery or performance of any actions that must remain the obligation of the Contractor or Contractor's Authorized Dealer. Unless otherwise stated in the Participating Addendum or project agreement, if delivery of critical components to perform the job function are delayed more than ninety (90) business days beyond the delivery terms as stated in the purchase order, the Contractor or Contractor's Authorized Dealer will be given the opportunity to provide a substitute product that meets the needs to the Participating Entity until the ordered product is delivered. The Participating Entity reserves the right to determine if the substitute product is acceptable and meets its needs. Should substitute product not meet the needs of the Participating Entity or if the Contractor or Contractor's Authorized Dealer does not provide a substitute product then the Participating Entity may cancel the order with no payment for work completed. Participating Entity acknowledges that Contractor or Contractor's Authorized Dealer will not be liable to the extent that any such delays are caused by order changes requested by the Participating Entity, construction/inspection delays at Participating Entity's job site, and/or force majeure events.

K. Damaged and Incorrect Product

1. Damaged or incorrect product must be reported to Contractor or Contractor's Authorized Dealer by the Participating Entity within five (5) calendar days after the damage is noticed.
2. Contractor or Contractor's Authorized Dealer is responsible for pickup and repair or replacement of all damaged goods within a reasonable time frame acceptable to the Participating Entity.
3. Contractor or Contractor's Authorized Dealer shall bear all risk of loss or damage with respect to returned products except for loss or damage directly attributable to the Participating Entity.
4. Contractor or Contractor's Authorized Dealer is responsible for filing all claims for damage with carriers or other responsible parties in a timely manner.
5. Contractor or Contractor's Authorized Dealer is required to keep the Participating Entity informed of the replacement process and delivery date for any and all replacement orders.
6. The Participating Entity will not be charged a re-stock fee for any returns due to an Contractor error.
7. In the event that a Participating Entity does not accept product due to damages or shipment error as described above, Participating Entity including Alaska or Hawaii shall not pay additional shipping and handling charges for the shipment of replacement products.

L. Product Manuals

Upon request, an owner's manual, which includes installation instructions and serviceable parts lists, must be supplied for all products. Manuals may be available via the Contractor's website. The manuals must be available that contain complete installation and uninstallation instructions including all necessary parts lists and diagrams.

M. Customer Service

1. Contractor or Contractor's Authorized Dealer must have one (1) lead representative for each Participating Entity that executes a Participating Addendum. Contact information shall be kept current. Any changes shall be communicated to the Participating Entity within five (5) business days.
2. Purchasing Entities must have the option of ordering through the Contractor or Contractor's Authorized Dealer network.
3. Contractor's or Contractor's Authorized Dealer's representative must be available by phone or email at a minimum, from 8 AM to 5 PM on Monday through Friday for the applicable time zones.
4. Contractor or Contractor's Authorized Dealer's representative will respond to inquiries within one (1) business day.

5. Contractor or Contractor's Authorized Dealer(s) must provide Design Services for the applicable categories as further described below in Section O.
6. Contractor or Contractor's Authorized Dealer(s) must provide Installation Services for the applicable categories as further described below in Section N.
7. Contractor or Contractor's Authorized Dealer(s) must provide Customer Service as further described below in Section P at no additional charge.
8. Quotes provided by the Contractor or Contractor's Authorized Dealer(s) to Purchasing Entities must contain, at a minimum, the following elements:
 - a. Master Agreement and Participating Addendum (if Applicable) Number
 - b. Published Commercial Price List
 - c. Contracted Discount Percentage
 - d. Contract Price
 - e. Installation and Design Fees shown as hourly rates. Information must include the number of crew members required and the installation team's associated hours and hourly rate. Each crew member's number of hours must include a detailed explanation of the work to be included in those hours.
 - f. Anticipated Lead times
9. Quotes provided by the Contractor or Contractor's Authorized Dealer(s) must be approved in writing by the Purchasing Entity prior to ordering or work commencement.
10. Invoices provided by the Contractor or Contractor's Authorized Dealer(s) must contain, at a minimum, the following elements:
 - a. Purchase order number or other identifying order number.
 - b. Master Agreement and Participating Addendum (if Applicable) Number
 - c. Payment terms must be in compliance with the Master Agreement or the Participating Entity's Participating Addendum.
 - d. Pricing that reflects that which is on the purchase order or other ordering confirmation documentation as applicable (i.e. signed quote, work order, etc.).

N. Service Category – Installation Services.

Contractor certifies that Installation Services include all planning and labor required to disassemble, assemble, deliver, setup, install, and otherwise finish an office installation or remodel project at a contracted hourly rate. The contracted hourly rate and hours will be negotiated during the Participating Addendum process by each Participating Entity.

1. Installation of Product (Applies to all categories)
 - a. The Contractor or Authorized Dealer must take precautions during the installation of any product not to damage the premises and/or property of the Purchasing Entity except as necessary to install product and approved in advance by the Purchasing Entity.

If damages do occur as a result of operations under this Master Agreement, the Contractor or Contractor's Authorized Dealer is responsible for ensuring that the affected premises and/or property is returned/restored to their original condition or the Contractor or Contractor's Authorized Dealer must make restitution, as agreed upon by the parties.

- b. Installation must occur with minimal disruption, time, noise volume, and space usage.
- c. Products must be fully installed and ready for use within the agreed upon time frame of the Participating Entity.
- d. Installation Team
 - i. Contractor or Contractor's Authorized Dealer must maintain an installation crew either in-house or subcontracted as an installation team.
 - ii. Contractor or Contractor's Authorized Dealer must be fully responsible for and supervision of the installation team.
 - iii. Installation team must be trained and experienced in the installation of product and comply with any and all applicable federal, state, and local licensing, code and prevailing wage requirements as well as any manufacturer recommended installation methods.
 - iv. Installation team must be fully responsible for installation of product unless Standard Delivery or Dock Delivery is selected by the Purchasing Entity.
 - v. Installation team is responsible for the removal of all packaging materials from the job site on a daily basis. Dumpsters and trash receptacles that belong to the Participating Entity must not be used without written permission from the Purchasing Entity.
 - vi. Installation team is responsible for all of their own tools, supplies, and equipment and assume all risk and/or loss. Purchasing Entity is not responsible for tools left at the job site.
 - vii. Installation team must place all products in the location designated by the plan or Purchasing Entity.

2. Cleaning

- a. Contractor or Contractor's Authorized Dealer(s) is responsible to ensure that a final cleaning will be completed prior to the final walk through and acceptance of all products. A final cleaning must include a wet wipe down of all surfaces, vacuuming of carpet or broom sweeping of solid surface flooring, and any other cleaning required for the product be ready for use or move in condition, as applicable.
- b. Purchasing Entity reserves the right to hire or make arrangements for additional cleaning personnel if the Contractor or Contractor's Authorized Dealer, after notification and request for correction, is not able to properly clean and ready the job site for occupation by the designated move in date.
- c. The cost of additional cleaning shall be fully reimbursed by the Contractor or Contractor's Authorized Dealer if the Contractor or Contractor's Authorized Dealer(s) do not correct the issue promptly to allow for occupation of the job site on the designated move in date.
- d. Contractor or Contractor's Authorized Dealer must work cooperatively with the Purchasing Entity and participate in the final walk through inspection and provide a punch out checklist, if requested by the Purchasing Entity.

- i. The punch out checklist must include a listing of any missing, incorrect, non-working or damaged products that is approved and signed by the Purchasing Entity after issues are resolved.

3. Contractor or Contractor's Authorized Dealer(s) is responsible for ordering any missing, damaged, or incorrect products upon discovery, and Purchasing Entity must incur no additional charges as a result of the Contractor or Contractor's Authorized Dealer error or omission.

O. Service Category - Design Services

1. Design Services fees may only be applied to Panel Systems and Accessories and Architectural Products and Accessories unless the project includes one or more of the product categories below:
 - a. Office Seating and Accessories
 - b. Lounge and Public Seating and Accessories
 - c. Desks, Tables, and Related Products Accessories
 - d. Storage and Accessories
2. Contractor's awarded the Panel Systems and Accessories and/or the Architectural Products and Accessories categories must provide design services including reconfiguration and layout services at a contracted hourly rate. The contracted hourly rate will be negotiated during the Participating Addendum process by each Participating Entity.
3. Design services include but are not limited to; space planning, furniture migration strategies, reconfiguration of existing panel system or architectural products, assistance with furniture selection, interior office design, and computerized installation drawings. Purchasing Entity's project manager must approve final plans in writing.
 - a. Contractor or Contractor's Authorized Dealers working on projects that require design services will provide a detailed description and breakdown of all services being provided and costs associated with them. Design fees must not exceed 3% of the total Contract Price unless the Purchasing Entity agrees to additional charges in advance of services.
 - i. Contractor may request an exception, directly to the Purchasing Entity, to the 3% cap or request that design fees be allowed for other furniture product categories for one or more of the following reasons. The request must be approved by the Purchasing Entity and must be included in the quote and, after approval, be included in the purchase order.
 1. The project is more complex and requires more labor hours or expertise.
 2. The project requires additional site visits or travel to remote locations.

Contractor or Contractor's Authorized Dealer may only collect design fees if they are awarded the project and must provide detailed quotes free of charge.

b. Design Services applicable to Panel Systems and Accessories.

- i. Fabric, paint, and finishes must be available electronically and incorporated into computer-aided design drawings to aid in the selection process.
- ii. Contractor is responsible for the following:
 1. Accuracy of all job site dimensions, obstructions, and attributes.
 2. Overages, shortages, or all other ordering errors resulting from orders based on the design work completed by the Contractor or Contractor's Authorized Dealer. Approval of design work by the Purchasing Entity does not constitute responsibility for the Contractor or Contractor's Authorized Dealer's design or ordering process.
 3. Resolve the matter to the Purchasing Entity's satisfaction (financially and logistically), if Contractor or Contractor's Authorized has designed and specified a new furniture installation that does not fit properly due to inaccurate floor plans. No payment will be made until the issue is fully resolved and approved by the Purchasing Entity.
 4. Provide a plan showing in detail, the position of all new furniture products, wall heights, colors, types of panels, and voice/data outlets.
 5. All plans and review for correct product application and stability including notifying the Purchasing Entity immediately of any deviations or inconsistencies with product capabilities, including unusual installation requirements.
 6. Accurately specifying all necessary products including parts, components, connectors, fillers, trim pieces, and other items in the plan and on the component list. If parts are missing at the time of installation, Contractor or Contractor's Authorized Dealer is responsible for the quick shipment (within the agreed upon timeframe) of the missing parts.
 7. Complying with all applicable federal, state, borough, and local regulations, codes, and laws, and be liable for all required insurance, licenses, permits, bonds, taxes, inspections, and prevailing wage requirements.

P. Customer Service

Contractor certifies that Contractor can provide or meet the following requirements: Customer service includes sales service, project management services, product information services, and warranty services. If a Participating Entity elects to provide Customer Owned Material, Contractor shall assist the Participating Entity with the evaluation of that material at no additional cost. Contractor or Contractor's Authorized Dealer may not charge for Customer Service.

Q. Optional Services

The Contractor may or may not offer these categories. Participating Entities reserve the right to determine to incorporate any of the optional categories into a Participating Addendum. If the optional categories are offered by the Contractor, the terms and conditions, scope of work and hourly rates shall be negotiated during the Participating Addendum process.

Optional services must be provided as a standalone service without the need to place an order for furniture. Contractor must provide a not to exceed quote for optional services prior to commencing work.

Contractor must comply with all applicable federal, state, borough, and local regulations, codes, and laws, and be liable for all required insurance, licenses, permits, bonds, taxes, inspections, and prevailing wage requirements.

1. Software that enhances the awarded product categories.
2. Recycling or Donation/Reuse Programs
3. Work from Home Programs
4. Lease Options

Contractor may provide the following rental/financing options, including, but not limited to lump sum payment, installment sale, rental and the option to lease any office furniture, supplies, materials and services. Contractor will identify its rental/lease partner(s). Any Purchasing Entity may choose to work with a Contractor's lease partner or obtain other financing or work with other leasing entities of the Purchasing Entity's choice.

5. Reconfiguration of Furniture

a. Product Inventory

- i. Contractor shall go to the existing space and assess/inventory the existing furniture layout and products. A drawing and specification list of the existing furniture layout is required prior to beginning a reconfiguration of furniture.
- ii. If the original design was completed by the Contractor and the design is on file, the Contractor shall verify the existing layout against the design, then update the design to verify the design/layout/count of existing products is accurate prior to beginning the new design.
- iii. If the original design was not completed by the Contractor or the design is not on file, then the Contractor shall need to create a new set of drawings that reflect the current furniture layout prior to beginning the new design.

b. Field Verifications

Contractor shall complete a field verification of facility dimensions, including inspecting the site, measuring the space and updating the Purchasing Entity's provided CAD drawings to reflect accurate dimensions, or creating the CAD drawings if the drawings do not exist.

c. Furniture Space Planning, Layout, and 3D Rendering

Purchasing Entities may request multiple revisions based on Purchasing Entity feedback. Space planning may also include preliminary block plans to determine space

utilization or may include specific product application and design. Contractor shall ensure that plans meet all building, electrical and fire codes, and obtain approval from building departments, as required.

d. Furniture Specification

Contractor shall create parts lists based on the layout of space, application of color, material, and finish, and specification/coordination of electrical/data. Contractor shall double check to make sure all plans meet code and match the requested finishes, quantities, and sizes on the floor plan.

Purchasing Entity may request that the Contractor research and present multiple product options as requested. Each time the layout or color, material, and finish is revised, the plan must also be revised.

e. Customer's Own Material (COM)

If a Purchasing Entity elects to use COM, Contractor must spend time verifying yardage and application of COM along with availability and compatibility on product. Each time colors and finishes are revised by a Purchasing Entity, the plan must also be revised.

f. Final Floor Plans and Quote

Contractor must create a final floor plan in a printed copy or electronic PDF format for the Purchasing Entity to approve in writing and allows an order to be placed. The final floor plan must include furniture layout, electrical/data locations, etc.

R. Authorized Dealers

Authorized Dealers are required to offer all mandatory services.

Each Participating Entity may select the Authorized Dealer(s) they choose to do business with during the Participating Addendum process. A Participating Entity may require the Authorized Dealer(s) to submit additional information regarding its firm as part of the selection process during the execution of a Participating Addendum. This information could include, but is not limited to; business references, number of years in business, technical capabilities, information on past projects, and the experience of both its sales and installation personnel.

The Contractor will be the sole point of responsibility. The Lead State Contract Administrator and Participating Entities will look solely to the Contractor for the performance of all contractual obligations, and the Contractor shall not be relieved for the non-performance of any Authorized Dealers and/or all subcontractors. Master Agreement requirements such as websites, reporting, etc. are the responsibility of the Contractor. The Contractor must provide education and guidance on use of the Master Agreement and Participating Addendums.

The process for adding or removing an Authorized Dealer at the Participating Entity level will be negotiated and described in the Participating Addendum. Each Participating Entity shall determine, negotiate with the Contractor, and describe the process in the Participating

Addendum. The Contractor shall follow the process described in the Participating Addendum for each Participating Entity when adding or removing an Authorized Dealer.

Section 3. Participating Addendum

Each Participating Entity has the option to select one or more product categories or services from the resulting Master Agreement(s) during the execution of the Participating Addendum. Office furniture accessories may be included in the offering by the Contractor, but Participating Entities may elect to procure these items from other sources to meet their individual needs or preferences.

Each Participating Entity has the option to negotiate an expanded product line within the product category offering and within the scope of this Master Agreement during the Participating Addendum process. Any additional incremental discounts available to a Participating Entity, if offered, may be provided at the discretion and at the sole legal obligation of the Contractor or their Authorized Dealer to the Participating Entity and negotiated during the Participating Addendum process.

Design and Installation Services: Hourly rates escalation and reduction process will be negotiated by the Participating Entity and the Contractor and the process and terms shall be documented in the Participating Addendum.

Attachment C – Pricing Information

A. Product Lines and Discount Percentages

Category #1: Office Seating and Accessories

Brand	Product Line(s) Offered	Collection (If applicable)	Price Tier 1 Minimum Percentage Discount Less than or equal to \$50k	Price Tier 2 Minimum Percentage Discount Over \$50k to \$150k	Price Tier 3 Minimum Percentage Discount Over \$150k
Herman Miller	Aeron		50.75%	51.00%	51.75%
Herman Miller	Aside		52.50%	52.75%	54.50%
Herman Miller	Caper		52.75%	53.00%	54.00%
Herman Miller	Cosm		50.50%	50.75%	52.50%
Herman Miller	Eames Chairs	Eames Aluminum Group	46.00%	46.00%	46.00%
Herman Miller	Embody		48.50%	48.75%	50.50%
Herman Miller	Keyn		48.75%	49.00%	49.50%
Herman Miller	Lino		50.75%	51.00%	51.75%
Herman Miller	Mirra 2		50.50%	50.75%	52.50%
Herman Miller	Sayl		50.75%	51.00%	51.75%
Herman Miller	Setu		50.75%	51.00%	51.75%
Herman Miller	Verus		50.75%	51.00%	51.75%
Herman Miller	Nelson Swag Leg Armchair		34.00%	34.25%	35.75%
Herman Miller	Eames Molded Plastic & Wire Chairs	Eames Molded Group	38.00%	38.00%	38.00%
Herman Miller	Comma		44.00%	45.00%	46.00%
Herman Miller	Betwixt		34.00%	34.25%	35.75%
Herman Miller	Nemschoff Brava Side Chair		46.00%	46.00%	46.00%
Herman Miller	Valor		44.00%	45.00%	45.50%
Herman Miller	Portrait		44.00%	45.00%	46.00%
Geiger	Seating (Guest, Stacking & Stool, Task)		50.50%	50.75%	51.50%
Herman Miller	Public Office Landscape		53.50%	53.75%	55.50%
Knoll	Multigen Stacker with Arms		59.00%	59.25%	59.50%
Knoll	Multigen Stacker, Armless		59.00%	59.25%	59.50%

Knoll	Saarinen Exec, Plastic Back Guest Chair	KnollStudio	52.00%	52.50%	53.00%
Knoll	Krusin Side Chair No Arms	KnollStudio	52.00%	52.50%	53.00%
Knoll	Remix Side Chair		59.00%	59.25%	59.50%
Knoll	Ricchio Joe Side Chair with Arms	KnollStudio	52.00%	52.50%	53.00%
Knoll	Cover Side Chair with Arms	Muuto	22.50%	22.75%	23.00%
Knoll	Oslo Side Chair	Muuto	22.50%	22.75%	23.00%
Knoll	Moment Side Chair/Guest Chair		59.00%	59.25%	59.50%
Knoll	Visu Side Chair	Muuto	22.50%	22.75%	23.00%
Knoll	Spark Side Chair	KnollStudio	52.00%	52.50%	53.00%
Knoll	Bertoia Molded Sled Base Side Chair	KnollStudio	52.00%	52.50%	53.00%
Knoll	Fiber Tube Base Side Chair	Muuto	22.50%	22.75%	23.00%
Knoll	Loft Side Chair	Muuto	22.50%	22.75%	23.00%
Knoll	Gigi Arm Side Chair	KnollStudio	52.00%	52.50%	53.00%
Knoll	Nerd Side Chair	Muuto	22.50%	22.75%	23.00%
Knoll	Generation Task Chair		59.00%	59.25%	59.50%
Knoll	ReGeneration Task Chair		59.00%	59.25%	59.50%
Knoll	Life Task Chair		59.00%	59.25%	59.50%
Knoll	Remix Task Chair		59.00%	59.25%	59.50%
Knoll	K. Task Chair		59.00%	59.50%	60.00%
Knoll	Ollo Light Task Chair		59.00%	59.25%	59.50%
Knoll	Multigeneration Light Task Chair		59.00%	59.25%	59.50%
Knoll	Saarinen Exec Light Task chair	KnollStudio	52.00%	52.50%	53.00%
Knoll	Knoll Gigi Light Task Chair	KnollStudio	52.00%	52.50%	53.00%
Knoll	Ollo High Task Chair		59.00%	59.25%	59.50%

Knoll	ReGeneration High Task Chair		59.00%	59.25%	59.50%
Knoll	Multigeneration High Task Chair		59.00%	59.25%	59.50%
naughtone	naughtone Seating	naughtone	46.00%	46.00%	46.00%
HAY	HAY Seating	HAY	43.00%	43.75%	45.00%

Category #2: Lounge and Public Seating and Accessories

Brand	Product Line(s) Offered	Collection (If applicable)	Price Tier 1 Minimum Percentage Discount Less than or equal to \$50k	Price Tier 2 Minimum Percentage Discount Over \$50k to \$150k	Price Tier 3 Minimum Percentage Discount Over \$150k
Herman Miller	Limerick		52.50%	52.75%	54.50%
Herman Miller	Nemschoff Monarch Multiple Seating		46.00%	46.00%	46.00%
Herman Miller	Plex Seating		46.00%	46.25%	46.50%
Herman Miller	Swoop Lounge		46.00%	46.00%	46.00%
Herman Miller	Chadwick		46.00%	46.00%	46.00%
Herman Miller	Striad	Striad Group	46.00%	46.00%	46.00%
Herman Miller	Eames Lounge & Classical Seating		46.00%	46.00%	46.00%
Herman Miller	Girard Color Wheel Ottoman		46.00%	46.00%	46.00%
Herman Miller	ColourForm Sofa Group		46.00%	46.00%	46.00%
Herman Miller	Lispenard Sofa Group		46.00%	46.00%	46.00%
Herman Miller	Nelson Coconut Lounge		46.00%	46.00%	46.00%
Herman Miller	Nelson Marshmellow Sofa		46.00%	46.00%	46.00%
Herman Miller	Eames Tandem Sling Seating		46.00%	46.00%	46.00%
Herman Miller	Wireframe Sofa Group		46.00%	46.00%	46.00%
Herman Miller	Bolster Sofa Group		46.00%	46.00%	46.00%
Herman Miller	Bevel Sofa Group		46.00%	46.00%	46.00%
Herman Miller	Module Lounge Seating		46.00%	46.00%	46.00%
Herman Miller	Wilkes Modular Sofa Group		46.00%	46.00%	46.00%
Herman Miller	Nemschoff Brava Classic Sofas	Nemschoff	46.00%	46.00%	46.00%

Geiger	Geiger Lounge		50.50%	50.75%	51.50%
HAY	Hay Lounge		43.00%	43.75%	45.00%
Naughtone	naughtone Lounge		46.00%	46.00%	46.00%
Herman Miller	Textiles		68.00%	68.75%	70.75%
Herman Miller	Whisk	Nemschoff	46.00%	46.00%	46.00%
Knoll	Rockwell Club	Rockwell	57.25%	57.50%	58.00%
Knoll	Oslo	Muuto	22.50%	22.75%	23.00%
Knoll	Doze	Muuto	22.50%	22.75%	23.00%
Knoll	D'Urso Swivel	KnollStudio	52.00%	52.50%	53.00%
Knoll	Outline	Muuto	22.50%	22.75%	23.00%
Knoll	Pilot	KnollStudio	52.00%	52.50%	53.00%
Knoll	Pfister	KnollStudio	52.00%	52.50%	53.00%
Knoll	Jehs & Laub	KnollStudio	52.00%	52.50%	53.00%
Knoll	Spark Light Lounge	KnollStudio	52.00%	52.50%	53.00%
Knoll	Fiber Light Lounge	Muuto	22.50%	22.75%	23.00%
Knoll	Visu Light Lounge	Muuto	22.50%	22.75%	23.00%
Knoll	Cover Light Lounge	Muuto	22.50%	22.75%	23.00%
Knoll	Risom Light Lounge	KnollStudio	52.00%	52.50%	53.00%
Knoll	Krusin Light Lounge	KnollStudio	52.00%	52.50%	53.00%
Knoll	Bertoia Diamond Light Lounge	KnollStudio	52.00%	52.50%	53.00%
Knoll	KN Low & High Back Light Lounge	KnollStudio	52.00%	52.50%	53.00%
Knoll	K. Modular Lounge	K. Lounge	56.50%	56.75%	57.00%
Knoll	Rockwell Modular Lounge	Rockwell	57.25%	57.50%	58.00%
Knoll	Connect Modular Lounge	Muuto	22.50%	22.75%	23.00%
Knoll	In Situ Modular Lounge	Muuto	22.50%	22.75%	23.00%
Knoll	Womb	KnollStudio	52.00%	52.50%	53.00%
Herman Miller	Axa		34.00%	34.25%	35.75%
Herman Miller	Nemschoff Recliners (Culla, Consoul, Nala, Serenity, Sahara, Pristo)	Nemschoff	46.00%	46.00%	46.00%
Herman Miller	Dex 2 Folding Chair	Nemschoff	46.00%	46.00%	46.00%

Herman Miller	Public Office Landscape		53.50%	53.75%	55.50%
Herman Miller	Lab Stools	Nemschoff	46.00%	46.00%	46.00%
Herman Miller	2000 Series	Nemschoff	46.00%	46.00%	46.00%
Herman Miller	Meridian Plus Chair	Nemschoff	46.00%	46.00%	46.00%
Herman Miller	Junior 200	Nemschoff	46.00%	46.00%	46.00%
Herman Miller	Nemschoff Lounge (Iris, Florabella, Behavior Health, Beaumont, Aspen, Anderson, Merge 2, Leonard, Lauderdale, Steps, Sophora, Sleepover, Riva, Revive, Reliant, Marco, Cities)	Nemschoff	46.00%	46.00%	46.00%
Herman Miller	Rocking Chairs & Gliders (Avery, Ava, Capella)	Nemschoff	46.00%	46.00%	46.00%
Herman Miller	Altair Side Chair	Nemschoff	46.00%	46.00%	46.00%
Herman Miller	Physician Stool	Nemschoff	46.00%	46.00%	46.00%
Herman Miller	Pronta Stacking Chair		50.50%	50.75%	52.50%

Category #3: Desks and Tables and Accessories

Brand	Product Line(s) Offered	Collection (If applicable)	Price Tier 1 Minimum Percentage Discount Less than or equal to \$50k	Price Tier 2 Minimum Percentage Discount Over \$50k to \$150k	Price Tier 3 Minimum Percentage Discount Over \$150k
Herman Miller	Nevi Sit-to-Stand Tables		66.75%	67.00%	68.00%
Herman Miller	Motia Sit-to-Stand Tables		66.50%	66.75%	68.50%
Herman Miller	Canvas Office Landscape Dock-Based	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Office Landscape Wood Storage	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Office Landscape Metal storage	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Office Landscape Channel	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Office Landscape Wall-Based	Canvas Office Landscape	68.00%	68.75%	70.75%

Herman Miller	Canvas Office Landscape Private Office	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Office Landscape 10-Day or Less	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Geiger Caseloads		50.50%	50.75%	51.50%
Herman Miller	Layout Studio		50.50%	50.75%	52.50%
Herman Miller	Thrive Portfolio		53.50%	53.75%	55.50%
Herman Miller	Public Office Landscape		53.50%	53.75%	55.50%
Herman Miller	Renew Link		66.50%	66.75%	68.50%
Herman Miller	Renew Sit-to-Stand Tables		66.50%	66.75%	68.50%
Herman Miller	Tu Metal Storage-Peds, Laterals, Towers, Bookcases		64.50%	64.75%	66.50%
Herman Miller	Tu Wood Storage-Cases, Credenzas, Cubbies, Peds, Towers		64.50%	64.75%	66.50%
Herman Miller	Tu Metal Storage 10-day or Less		64.50%	64.75%	66.50%
Herman Miller	Nevi Link		66.75%	67.00%	68.00%
Herman Miller	OE1 MicroPack	OE1 Collection	66.00%	66.50%	67.00%
Herman Miller	OE1 Tables and Benching	OE1 Collection	66.00%	66.50%	67.00%
Herman Miller	OE1 Nook	OE1 Collection	66.00%	66.50%	67.00%
Herman Miller	Headway Tables		66.50%	66.75%	68.50%
Herman Miller	Everywhere Tables		66.50%	66.75%	68.50%
Herman Miller	Canvas Office Landscape Group	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Metal Desk	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Vista	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Eames Tables (Stone)		46.00%	46.00%	46.00%
Herman Miller	Eames Tables		64.75%	65.25%	66.00%
Herman Miller	Exclave		52.50%	52.75%	54.50%
Geiger	Geiger Conference & Occasional Tables (MP)		50.50%	50.75%	51.50%
Herman Miller	Intent		52.50%	52.75%	54.50%
Herman Miller	Prospect		50.50%	50.75%	52.50%

Herman Miller	OEI Boundary	OE1 Collection	65.00%	65.50%	66.00%
Herman Miller	CoStruc		50.50%	50.75%	51.50%
Knoll	Airy Occas. Table	Muuto	22.50%	22.75%	23.00%
Knoll	Relate Occas. Table	Muuto	22.50%	22.75%	23.00%
Knoll	Toboggan		59.00%	59.25%	59.50%
Knoll	Rockwell Wire base	Rockwell	57.25%	57.50%	58.00%
Knoll	X Base	Dividends	68.00%	68.25%	68.50%
Knoll	Around	Muuto	22.50%	22.75%	23.00%
Knoll	Workshop	Muuto	22.50%	22.75%	23.00%
Knoll	Florence Side Table	KnollStudio	52.00%	52.50%	53.00%
Knoll	Still Café Table	Muuto	22.50%	22.75%	23.00%
Knoll	Simple Café Table	Antenna	68.00%	68.25%	68.50%
Knoll	X base Café Table	Dividends	68.00%	68.25%	68.50%
Knoll	Islands X base	Islands	57.00%	57.25%	57.50%
Knoll	Base Café Table	Antenna	68.00%	68.25%	68.50%
Knoll	Pixel Café Table	Pixel	56.50%	56.75%	57.00%
Knoll	Base Round Café Table	Muuto	22.50%	22.75%	23.00%
Knoll	Saarinén Dining Table	KnollStudio	52.00%	52.50%	53.00%
Knoll	Simple Meeting Table	Antenna	68.00%	68.25%	68.50%
Knoll	Workspaces Meeting Table	Antenna	68.00%	68.25%	68.50%
Knoll	Pixel Meeting Table	Pixel	56.50%	56.75%	57.00%
Knoll	Y Leg Meeting Table	Dividends	68.00%	68.25%	68.50%
Knoll	Islands Meeting Table	Islands	57.00%	57.25%	57.50%
Knoll	4 Leg Sq. Meeting Table	Reff	68.00%	68.25%	68.50%
Knoll	Rockwell Sawhorse Meeting Table	Rockwell	57.25%	57.50%	58.00%
Knoll	Base Meeting Table	Muuto	22.50%	22.75%	23.00%
Knoll	REFF Desking	Reff	68.00%	68.25%	68.50%
Knoll	HORIZON Desking	Dividends	68.00%	68.25%	68.50%
Knoll	UPSTART Desking	Antenna	68.00%	68.25%	68.50%
Knoll	TONE	Tone	68.00%	68.25%	68.50%
Herman Miller	EZ-123 Overbed Table	Nemschoff	46%	46%	46%
Herman Miller	Junior 200	Nemschoff	46%	46%	46%
Herman Miller	Hudson Tables	Nemschoff	46%	46%	46%

Herman Miller	Hemlock Tables	Nemschoff	46%	46%	46%
Herman Miller	Evita Tables	Nemschoff	46%	46%	46%
Herman Miller	Erica Collection	Nemschoff	46%	46%	46%
Herman Miller	Cube & Cylinder Tables	Nemschoff	46%	46%	46%
Herman Miller	Tamarack	Nemschoff	46%	46%	46%
Herman Miller	Mirage Table	Nemschoff	46%	46%	46%
Herman Miller	Palisade Tables	Nemschoff	46%	46%	46%
naughtone	naughtone Tables	naughtone	46%	46%	46%
HAY	HAY Tables (excluding wood and metal occasional tables)	Hay	43%	43.75%	45%
Herman Miller	Living Office Live Platform Hardware	Living Office	47%	47%	47%
Herman Miller	Thrive CBS	Thrive Portfolio	53.50%	53.75%	55.50%
Herman Miller	Thrive Global	Thrive Portfolio	53.50%	53.75%	55.50%
Herman Miller	Accessories		68%	68.75%	70.75%
Herman Miller	Nelson Tables		34%	34.25%	35.75%

Category #4: Panel Systems and Accessories

Brand	Product Line(s) Offered	Collection (If applicable)	Price Tier 1 Minimum Percentage Discount Less than or equal to \$50k	Price Tier 2 Minimum Percentage Discount Over \$50k to \$150k	Price Tier 3 Minimum Percentage Discount Over \$150k
Herman Miller	Action Office System		68.00%	68.75%	70.75%
Herman Miller	Action Office 10 Day		68.00%	68.75%	70.75%
Herman Miller	Canvas Office Landscape Dock-Based	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Office Landscape Channel	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Office Landscape Wall-Based	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Office Landscape Private Office	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Office Landscape 10-Day or Less	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Ethospace		68.00%	68.75%	70.75%

Herman Miller	Canvas Office Landscape Wood Storage	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Office Landscape Metal storage	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Office Landscape 10-Day or Less	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Ethospace 10-Day or Less		68.00%	68.75%	70.75%
Herman Miller	Commend		66.50%	66.75%	68.50%
Herman Miller	Lighting		68.00%	68.75%	70.75%
Herman Miller	Overlay		52.50%	52.75%	54.50%
Knoll	Reff	Reff Profiles	68.00%	68.25%	68.50%
Knoll	Currents	Currents	68.00%	68.25%	68.50%
Knoll	Upstart	Antenna	68.00%	68.25%	68.50%
Knoll	Extra	KnollExtra	59.00%	59.25%	59.50%
Knoll	Autostrada	Autostrada	68.00%	68.25%	68.50%
Knoll	Antenna	Antenna	68.00%	68.25%	68.50%
Knoll	Standard Specials	Systems	68.00%	68.25%	68.50%
Knoll	K. Stand	K. Stand	68.00%	68.25%	68.50%
Knoll	Horizon	Dividends	68.00%	68.25%	68.50%
Knoll	Tone	Tone	68.00%	68.25%	68.50%
Herman Miller	Action Lab		50.50%	50.75%	51.50%
Herman Miller	Prospect		50.50%	50.75%	52.50%
Herman Miller	Co Struc		50.50%	50.75%	52.50%

Category #5: Storage and Accessories

Brand	Product Line(s) Offered	Collection (If applicable)	Price Tier 1 Minimum Percentage Discount Less than or equal to \$50k	Price Tier 2 Minimum Percentage Discount Over \$50k to \$150k	Price Tier 3 Minimum Percentage Discount Over \$150k
Herman Miller	Canvas Office Landscape Group Based	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Canvas Office Landscape Wood Storage	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Compass		53.50%	53.75%	54.50%
Geiger	Geiger Storage and Casegoods	Geiger	50.50%	50.75%	51.50%

Herman Miller	Tu Wood Storage (Cases, Credenzas, Cubbies, Peds, Towers)	Tu Storage	64.50%	64.75%	66.50%
Herman Miller	Co/Struc		50.50%	50.75%	51.50%
Herman Miller	OE1 Storage	OE1 Collection	65.00%	65.50%	66.00%
Herman Miller	Canvas Office Landscape Metal Storage	Canvas Office Landscape	68.00%	68.75%	70.75%
Herman Miller	Mora System		50.50%	50.75%	51.50%
Herman Miller	Meridian Peds & Lats	Meridian Storage	53.50%	53.75%	55.50%
Herman Miller	Meridian Storage, Towers & Bookcases	Meridian Storage	51.50%	51.75%	53.50%
Herman Miller	Tu Metal Storage (Peds, Lateral Files, Towers)	Tu Storage	64.50%	64.75%	66.50%
Knoll	Autostrada	Autostrada	68.00%	68.25%	68.50%
Knoll	Antenna	Antenna	68.00%	68.25%	68.50%
Knoll	Currents	Currents	68.00%	68.25%	68.50%
Knoll	Horizon	Dividends	68.00%	68.25%	68.50%
Knoll	Calibre	Calibre	59.00%	59.25%	59.50%
Knoll	Reff	Reff Profiles	68.00%	68.25%	68.50%
Knoll	Series 2	Series 2	68.00%	68.25%	68.50%
Knoll	Template	Template	68.00%	68.25%	68.50%
Knoll	Quoin	Quoin	68.00%	68.25%	68.50%
Knoll	Anchor	Anchor	68.00%	68.25%	68.50%
Herman Miller	Procedure and Supply Carts		10.00%	10.00%	10.00%
Herman Miller	Healthcare Bedside Casegoods (Terra, Montello)	Nemschoff	50.50%	50.75%	51.50%
naughtone	naughtone Storage	naughtone	46.00%	46.00%	46.00%
HAY	HAY Storage	HAY	43.00%	43.75%	45.00%
Herman Miller	C-Style Overheads		68.00%	68.75%	70.75%

B. Additional Discounting: Additional discounting is negotiable on orders that exceed \$150,000.00.

C. Price Lists:

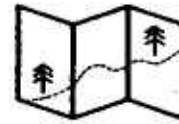
To access the price lists, please use the following links:

MillerKnoll

NASPO ValuePoint Price List - August 2022 Office Furniture and Related Services Solicitation #CT22-79

Brand	Product Line	Price Book Link
Geiger	All product lines	https://www.geigerfurniture.com/resources/product-information/price-books/
Hay	All product lines	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/hay/PB_HAY.pdf
Herman Miller	Action Office System	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_AOS.pdf
Herman Miller	Aeron	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_AEN.pdf
Herman Miller	Ambit	https://www.hermanmiller.com/content/dam/proposal_center/naspo/ambit.pdf
Herman Miller	Aside Chair	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_ASI.pdf
Herman Miller	Axa	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_AFC.pdf
Herman Miller	Canvas Channel	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CCB.pdf
Herman Miller	Canvas Dock	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CDB.pdf
Herman Miller	Canvas Group	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CGB.pdf
Herman Miller	Canvas Filing Metal	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CFS.pdf
Herman Miller	Canvas Wall and Private Office	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CWB.pdf
Herman Miller	Canvas Vista	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CVV.pdf
Herman Miller	Canvas Storage	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CVS.pdf
Herman Miller	Caper Chair	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CAP.pdf
Herman Miller	Collection	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_HCL.pdf
Herman Miller	Commend	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CNS.pdf
Herman Miller	Compass	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CMP.pdf
Herman Miller	Cosm	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CSM.pdf
Herman Miller	CoStruc	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_COS.pdf
Herman Miller	Eames Conference/Dining Tables	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_ETA.pdf
Herman Miller	Eames Tandem Sling Seating	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_ETS.pdf
Herman Miller	Embody	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_EMB.pdf
Herman Miller	Ethospace	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_ETH.pdf
Herman Miller	Everywhere Tables	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_EWT.pdf
Herman Miller	Exclave	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_EPG.pdf
Herman Miller	Headway Tables	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_HWT.pdf
Herman Miller	Height Adjustable Benching	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_HAB.pdf
Herman Miller	Intent Solution	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_IES.pdf
Herman Miller	Keyn	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_KYN.pdf
Herman Miller	Lab Stool	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_LAB.pdf
Herman Miller	Layout Studio	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_LSN.pdf
Herman Miller	Limerick	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_LIM.pdf
Herman Miller	Lino	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_LCS.pdf
Herman Miller	Live Platform	https://www.hermanmiller.com/products/smart-office/live-platform/
Herman Miller	Meridian Pedestals	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MPE.pdf
Herman Miller	Meridian Lateral Files	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MLF.pdf
Herman Miller	Meridian Storage Towers	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MST.pdf
Herman Miller	Meridian Storage Cases, Powered	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MSC.pdf
Herman Miller	Mirra 2	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MIT.pdf
Herman Miller	Mora	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MRA.pdf
Herman Miller	Motia	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MOT.pdf
Herman Miller	Nevi Tables	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_NEV.pdf
Herman Miller	OE1	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_OE1.pdf
Herman Miller	Overlay	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_OVR.pdf
Herman Miller	Plex	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_PLX.pdf
Herman Miller	Procedure/Supply Carts	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_CAR.pdf
Herman Miller	Pronta	https://www.hermanmiller.com/products/seating/stacking-chairs/pronta-stacking-chair/pro-resources/
Herman Miller	Prospect	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_PPR.pdf
Herman Miller	Public Office Landscape	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_PUB.pdf
Herman Miller	Renew Tables	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_REN.pdf
Herman Miller	Sayl	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_SYL.pdf
Herman Miller	Setu	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_SET.pdf
Herman Miller	Swoop	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_SWP.pdf
Herman Miller	Thrive	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_MIT.pdf

Herman Miller	Tu Metal Storage	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_TMS.pdf
Herman Miller	Tu Wood Storage	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_TWS.pdf
Herman Miller	Valor	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_VAL.pdf
Herman Miller	Verus	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_VER.pdf
Herman Miller	Whisk	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/PB_WSK.pdf
Knoll	All product lines	Knoll Price Book Library
naughtone	All product lines	https://www.hermanmiller.com/content/dam/hermanmiller/documents/pricing/naughtone/PB_NAU.pdf
Nemschoff	All product lines *See product pages for pricing	https://www.hermanmiller.com/products/healthcare/all-healthcare/



PORTFOLIO TITLE: OFFICE FURNITURE AND RELATED SERVICES
LEAD STATE: UTAH

OVERVIEW:

Master Agreements have been established with qualified awarded Suppliers to provide Office Furniture to eligible entities.

INITIAL TERM: 5 years

RENEWALS: N/A

TOTAL TERM POSSIBLE: 5 years

PRODUCT CATEGORIES:

- | | |
|--|---|
| 1. Office Seating and Accessories | 4. Panel Systems and Accessories |
| 2. Lounge and Public Seating and Accessories | 5. Storage and Accessories |
| 3. Desks and Tables and Accessories | 6. Architectural Products and Accessories |

SUPPLIERS AVAILABLE:

1. Allseating Corporation
2. Allsteel
3. Exemplis
4. Global Industries
5. Haworth
6. Herman Miller
7. Krueger International
8. Steelcase
9. The Hon Company
10. Trendway Corporation

KEY BENEFITS:

1. Six awarded product categories
2. Optional services
3. Retained the incumbents with the highest usage from the current contract and added new suppliers to provide a nationwide offering of products and services.

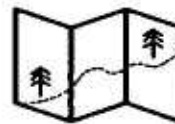
PRICING:

The new solicitation has produced discount rates of 40 to 81%.

PROCUREMENT BACKGROUND:

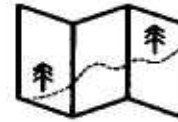
The State of Utah released the RFP for Office Furniture and Related Services on March 16, 2022. The Sourcing Team conducted individual evaluations from May 12, 2022 through June 1, 2022. They met virtually on June 2, 2022 and held an in-person meeting on June 22, 2022 and June 23, 2022 to discuss and finalize the evaluations and award recommendations.

DISCLAIMER: This document is provided by NASPO ValuePoint and is for informational purposes only. While NASPO ValuePoint has worked to ensure the validity of the information provided, the user should not rely solely on the information contained in this document. Official records are maintained by the procurement office of the state that led the solicitation and should be reviewed prior to making any decision.



<u>STATES ON SOURCING TEAM:</u> 1. Utah (Lead) 2. University of Utah 3. Oregon 4. Idaho 5. Minnesota	<u>SOLICITATION INFORMATION:</u> Type: Request for Proposals (RFP) Solicitation Number: CT22-79 Date Released: 03/16/2022 Date Closed: 04/27/2022
<u>PUBLIC POSTING OF SOLICITATION:</u> Solicitation was Publicly Advertised from 03/16/2022 to 04/27/2022. • Website Posted On: Utah Public Procurement Place • Posting Link: purchasing.utah.gov/currentbids • Number of Days Solicitation was Publicly Posted: 42 • Number of Amendments Posted: 2	<u>PUBLIC OPENING</u> Sealed responses were publicly opened on April 27, 2022 at 5:00 pm, in Salt Lake City, Utah. 
<u>VENDOR RESPONSES:</u> • Number of Vendor Responses Received: 18 • Number of Non-Responsive Vendor Responses: 0 • Number of Vendor Responses Evaluated: 18	<u>EVALUATIONS:</u> The due date to submit Responses was April 27, 2022. The Responses were provided to the evaluators shortly thereafter and they began their reviews in their respective home states. The members of the Sourcing Team met virtually on October 6, 2021 and October 15, 2021 to discuss their evaluations and award recommendations.
<u>EVALUATION CRITERIA:</u> Responses were evaluated based on the following Evaluation Criteria: 1. Capacity of Offeror, Years of Experience 2. Method of Approach 3. Cost/Price 	
<u>SCORING:</u> Responses were scored according to the RFP's Evaluation Criteria. Anyone interested in reviewing the scoring that was used to determine the awards for this RFP, please see the State of Utah's Award Justification Statement on the NASPO ValuePoint webpage for Office Furniture (2023-2028).	

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**AWARD:**

This RFP resulted in multiple contract awards. The methodology or formula that was used to determine the number of contract awards was Offerors that scored 750 points in a product category (combination of points earned from OEM Evaluated Qualifications, Product Evaluated Qualifications, and Cost Proposal Evaluation), were awarded a contract for that product category.