

HAWORTH

OMNIA PARTNERS PROGRAM INFORMATION

General Information

- Details about the Omnia Partners program are available at www.omniapartners.com.
- Agencies must be registered to participate in the program. There is no obligation to purchase and there are no fees to participate. Always check the web site first to verify if an agency is a registered participant.
- Current pricing is available in Library in the Government section under Omnia Partners.
- Four Furniture Suppliers on contract - Haworth, Herman Miller, Knoll, Teknion, and Exempris.
- Haworth's contract number with Omnia Partners is 2020000606.

Contract Information:

- Start Date January 1, 2020
- End Date December 31, 2024
- Discounts are **product only**
- Discounts apply to April 2019 Price List through December 31, 2020
- For service prices such as design, installation, storage, etc. refer to Exhibit A - Pricing Sheet for the Omnia Partners contract (last page of this document).

Price Agreement Information

Domestic (Continental United States)

80435 AA Multiple Award
81784 AA Sole Source Pricing

Overseas (Hawaii and Alaska)

80435 BB CIF Multiple Award
81784 BB CIF Sole Source Pricing

Haworth Contact Information

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HAWORTH'S OMNIA PARTNERS MULTIPLE AWARD CONTRACT DISCOUNTS CUSTOMER COPY

80435 AA for orders shipping to continental U.S. locations, accessing North American price list

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
I Regular Lead Time	UniGroup®, PLACES®, UniGroup® Too Adaptable Components					\$1-\$100,000 \$100,001 or More	71% Negotiable
II Regular Lead Time	PREMISE®, Compose®, IF					\$1-\$100,000 \$100,001 or More	68% Negotiable
III Regular Lead Time			Beside® X Series® Casegoods V Series® Casegoods			\$1-\$50,000 \$50,001 or More	63% Negotiable
IV Regular Lead Time		Monaco®, Improv®				\$1-\$25,000 \$25,001 or More	63% Negotiable
V Regular Lead Time		X99®				\$1-\$25,000 \$25,001 or More	60% Negotiable
VI Regular Lead Time	Patterns™ Reside® Desking Intuity®, Active Components™					\$1-\$50,000 \$50,001 or More	53% Negotiable
VII Regular Lead Time		Hello®, ToDo®, Openest®, Poppy™, Riverbend™, Pebble™ Cabana Lounge™				\$1-\$25,000 \$25,001 or More	53% Negotiable
VIII Regular Lead Time				Masters Series® Suite™		\$1-\$100,000 \$100,001 or More	53% Negotiable
IX Regular Lead Time		Cassis™, Candor®				\$1-\$25,000 \$25,001 or More	55% Negotiable
X Regular Lead Time	Planes®		Compose® Storage			\$1-\$50,000 \$50,001 or More	58% Negotiable
XI Regular Lead Time	Belong™ & Jump®stuff Work Tools					\$1-\$10,000 \$10,001 or More	41% Negotiable
XII Regular Lead Time	Haworth Collection- Haworth®					\$1-\$50,000 \$50,001 or More	41% Negotiable
XIII Regular Lead Time		Very® Very® Task Zody®				\$1-\$25,000 \$25,001 or More	55% Negotiable
XIV Regular Lead Time					Enclose® Walls Glass	\$1-\$100,000 \$100,001 or More	55% Negotiable

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Caseloads & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
XV Regular Lead Time	Haworth Collection - Poltrona Frau®, Cappellini®, Cassina® Haworth Collection-Pablo Designs					\$1 or More	15%
XVI Regular Lead Time		Harbor Work Lounge®				\$1-\$50,000 \$50,001 or More	50% Negotiable
XVII Regular Lead Time	Haworth® Health Environments, Atwell™					\$1-\$50,000 \$50,001 or More	57.2% Negotiable
XVIII Regular Lead Time			A Series®			\$1-\$50,000 \$50,001 or More	53% Negotiable
XIX Regular Lead Time		Lively®				\$1-\$25,000 \$25,001 or More	60% Negotiable
XX Regular Lead Time		Soji®				\$1-\$25,000 \$25,001 or More	50% Negotiable
XXI Regular Lead Time	Workware®, Technology Products					\$1-\$10,000 \$10,001 or More	55% Negotiable
XXII Regular Lead Time	Everyday Office (Hop®, Jump®) Jive®, Swivel™					\$1-\$50,000 \$50,001 or More	50% Negotiable
XXIII Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	47.5% Negotiable
XXIV Regular Lead Time		Fern®				\$1-\$25,000 \$25,001 or More	50% Negotiable
XXV Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,001 or More	58% Negotiable
XXVI Regular Lead Time	Haworth Collection-JANUS et Cie					\$1-\$50,000 \$50,001 or More	15% Negotiable
XXVII Regular Lead Time	Haworth Collection-GAN					\$1 or More	10%
XXVIII Regular Lead Time	BuzziSpace					\$1-\$50,000 \$50,001 or More	35% Negotiable
XXIX Regular Lead Time		Maari				\$1-\$25,000 \$25,001 or More	54% Negotiable

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

- A. Only the items stated within each product group may be combined on a single purchase order for purposes of attaining a higher discount tier and/or negotiable discount tier. DIFFERENT PRODUCT GROUPS OR LEAD TIMES MAY NOT be combined together for purposes of attaining the next pricing tier.
- B. The applicable discount will be separately negotiated for new products or lead time programs introduced by Seller during the term of this Agreement.

HAWORTH'S OMNIA PARTNERS MULTIPLE AWARD CONTRACT DISCOUNTS CIF - CUSTOMER COPY

80435 BB for orders shipping to Non-continental U.S. and overseas International locations, accessing North American price list

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
I Regular Lead Time	UniGroup® PLACES® UniGroup® Too Adaptable Components					\$1-\$100,000 \$100,001 or More	68% Negotiable
II Regular Lead Time	PREMISE® Compose®, IF					\$1-\$100,000 \$100,001 or More	65% Negotiable
III Regular Lead Time			Beside® X Series® Casegoods V Series® Casegoods			\$1-\$50,000 \$50,001 or More	60% Negotiable
IV Regular Lead Time		Monaco®, Improv®				\$1-\$25,000 \$25,001 or More	60% Negotiable
V Regular Lead Time		X99®				\$1-\$25,000 \$25,001 or More	57% Negotiable
VI Regular Lead Time	Patterns™ Reside® Desking Intuity®, Active Components™					\$1-\$50,000 \$50,001 or More	50% Negotiable
VII Regular Lead Time		Hello®, ToDo®, Openest®, Poppy™, Riverbend™, Pebble™, Cabana Lounge™				\$1-\$25,000 \$25,001 or More	50% Negotiable
VIII Regular Lead Time				Masters Series®, Suite™		\$1-\$100,000 \$100,001 or More	50% Negotiable
IX Regular Lead Time		Cassis, Candor				\$1-\$25,000 \$25,001 or More	52% Negotiable
X Regular Lead Time	Planes®		Compose® Storage			\$1-\$50,000 \$50,001 or More	55% Negotiable
XI Regular Lead Time	Belong™ & Jump®stuff Work Tools					\$1-\$10,000 \$10,001 or More	38% Negotiable
XII Regular Lead Time	Haworth Collection- Haworth®					\$1-\$50,000 \$50,001 or More	38% Negotiable
XIII Regular Lead Time		Very® Very® Task Zody®				\$1-\$25,000 \$25,001 or More	52% Negotiable
XIV Regular Lead Time					Enclose® Walls Glass	\$1-\$100,000 \$100,001 or More	54% Negotiable
XV Regular Lead Time	Haworth Collection - Poltrona Frau®, Cappellini®, Cassina® Haworth Collection - Pablo Design					\$1 or More	12%
XVI Regular Lead Time	Harbor Work Lounge®					\$1-\$50,000 \$50,001 or More	47% Negotiable

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
XVII Regular Lead Time	Haworth® Health Environments, Atwell™					\$1-\$50,000 \$50,001 or More	54.2% Negotiable
XVIII Regular Lead Time			A Series®			\$1-\$50,000 \$50,001 or More	50% Negotiable
XIX Regular Lead Time		Lively®				\$1-\$25,000 \$25,001 or More	57% Negotiable
XX Regular Lead Time		Soji®				\$1-\$25,000 \$25,001 or More	47% Negotiable
XXI Regular Lead Time	Workware®, Technology Products					\$1-\$10,000 \$10,001 or More	52% Negotiable
XXII Regular Lead Time	Everyday Office (Hop®, Jump®) Jive®, Swivel™					\$1-\$50,000 \$50,001 or More	47% Negotiable
XXIII Regular Lead Time	Ergotron					\$1-\$10,000 \$10,001 or More	44.5% Negotiable
XXIV Regular Lead Time		Fern®				\$1-\$25,000 \$25,001 or More	47% Negotiable
XXV Regular Lead Time	Cultivate™					\$1-\$50,000 \$50,001 or More	55%
XXVI Regular Lead Time	Haworth Collection- JANUS et Cie					\$1-\$50,000 \$50,001 or More	12% Negotiable
XXVII Regular Lead Time	Haworth Collection- GAN					\$1 or More	7%
XXVIII Regular Lead Time	BuzziSpace					\$1-\$50,000 \$50,001 or More	32% Negotiable
XXIX Regular Lead Time		Maari				\$1-\$25,000 \$25,001 or More	51% Negotiable

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

- A. Only the items stated within each product group may be combined on a single purchase order for purposes of attaining a higher discount tier and/or negotiable discount tier. DIFFERENT PRODUCT GROUPS OR LEAD TIMES MAY NOT be combined together for purposes of attaining the next pricing tier.
- B. The applicable discount will be separately negotiated for new products or lead time programs introduced by Seller during the term of this Agreement.

HAWORTH - CONTRACT 2020000606

EXHIBIT A - PRICING SHEET

2. OPTION #1 - FIXED PERCENTAGE (%) DISCOUNT ON INSTALLATION SERVICES:

Percentages listed below are to be subtracted from the discounts for an individual product listed on the previous pages. For example, the product only discount for Unigroup is listed as 71%. For Basic Installation – Normal Hours the discount would be 61%.

Basic Installation - Normal Hours	10%
Basic Installation - After Hours	15%
Expanded Installation - Normal Hours	18%
Expanded Installation - After Hours	27%

OPTION #2 - FIXED HOURLY RATE RANGE FOR INSTALLATION AND OTHER ADDITIONAL SERVICES AND SOLUTIONS:

Basic Installation - Normal Hours	\$28 - 36
Basic Installation - After Hours	\$39 - \$54
Expanded Installation - Normal Hours	\$35 - \$45
Expanded Installation - After Hours	\$52.5 - \$67.5
Design	\$28 - \$36
Project Management	\$35 - \$45
Asset Management	\$18 - \$28
Refurbishment	\$32 - \$42

3. FIXED MONTHLY RATE FOR STORAGE OPTIONS:

STANDARD FIXED MONTHLY RATE	MONTHLY RATE / FT2	MONTHLY RATE / FT3
Negotiable per location	\$1.25	\$1.95

4. PRICING INCENTIVES BEYOND THE STANDARD DISCOUNT:

DESCRIPTION	ADDITIONAL PERCENTAGE (%) DISCOUNT
Accessories & Technology (List Volume > \$10,000)	1 - 4%
Seating (List Volume >\$25,000)	1 - 4%
Haworth Collection & Healthcare (List Volume > \$50,000)	1 - 4%
Storage and Tables (List Volume > \$50,000)	1 - 4%
Systems (List Volume > \$100,000)	1 - 4%
Walls and Wood (List Volume > \$100,000)	1 - 4%

Haworth is offering low first tier pricing with negotiable discount ranges established, based on individual product list volume.

In addition, we will offer a Sole Source pricing option to any OMNIA participating agency that selects Haworth as its sole source provider within the terms of the OMNIA contract. This option will provide deeper discounts than the standard OMNIA contract and would require agencies to sign an agreement acknowledging Haworth as their single source provider.