

**Herman Miller, Inc., and U.S. Communities
Government Purchasing Alliance
US Communities Agreement RQ07-878957-20A
Effective June 1, 2012**

Herman Miller, Inc., Price Sheet

U.S. Communities Agreement

Product Line	Discounts are from List Price Tiers are based on List Product Value of each order <i>Discounts for orders over \$400,000 List Value are negotiable</i>					
	\$1 - \$100,000			\$100,001 - \$400,000		
	Loading Dock	Inside Door	Installed	Loading Dock	Inside Door	Installed
Action Office® Systems, Prospects®, Ethospace® System, Canvas Office Landscape™ (Wall Based, Private Office, Filing & Storage) ,Quadrant B & F Front Pedestals, Eames® and Avive® Tables, Erg. Comp. Furn.,	69%	67%	64%	71%	69%	66%
Thrive Portfolio™	54%	52%	49%	56%	54%	51%
Arrio®, Resolve®, Intersect™	53%	51%	48%	55%	53%	50%
Abak™	57%	55%	52%	59%	57%	54%
Ergon 3® Seating, Equa 2® Seating,	57%	55%	54%	59%	57%	56%
Passage®, My Studio Environments™	50%	48%	45%	52%	50%	47%
Sense™ Desking System	60%	57%	55%	62%	59%	57%
Meridian® Storage & Towers, Meridian® 5000 Series, Quad. B&F Front Lats	52%	50%	47%	54%	52%	49%
Meridian® Pedestals & Lateral Files	54%	52%	49%	56%	54%	51%
Aeron® Seating, Mirra® Chair, Celle™ Chair, Setu™ Chairs, Sayl™ Chairs	51%	49%	48%	53%	51%	50%
Embody® Chair	49%	47%	46%	51%	49%	48%
Ambi® Seating, Caper® Seating, Limerick® Seating, Aside® Seating	53%	51%	50%	55%	53%	52%
Everywhere Tables™	67%	65%	62%	69%	67%	64%
Teneo™ Storage Furniture, Innovative Products, CLT™ Tables, Kiva® Collection, Eames® Seating, Classical Seating, Collection, Celeste™ Seating, Burdick Group™, International Collection™, Swoop Lounge Seating & Tables™	46%	44%	43%	47%	45%	44%
Tu™ Files, Tu™ Peds, Tu™ Storage, Tu™ Towers, Q Tables	65%	63%	60%	67%	65%	62%
Vitra, Goetz, Stools, Magis, Mattiazzi	40%	38%	37%	42%	40%	39%
Co/Struc®, Action Lab™, Casework	51%	49%	46%	53%	51%	48%
Herman Miller for Healthcare Carts	12%	10%	7%	12%	10%	7%
Geiger® Caseloads and Seating, GeigerEXPRESS sm	51%	49%	46%	52%	50%	47%
First Office Products	48.5%	46.5%	43.5%	50%	48%	45%
SitOnIt® Products	54%	52%	51%	58%	56%	55%

- **Purchase Orders must be issued to the local authorized Herman Miller dealer.**
- List prices include freight within the 48 contiguous United States. Shipments outside of the contiguous United States are shipped freight prepaid to point of embarkation with freight costs beyond that point shipped collect.

Installation & Delivery Services

The service option discounts above include "standard" services only, subject to the conditions listed below. The discounts are "not to exceed" percentages that may be lower as quoted by the servicing dealer dependent on the specific project conditions. Additional charges and services shall be negotiated in advance of the service being performed.

Standard Services are Subject to the Following Conditions:

- Installation will be performed during normal weekday working hours.
- Adequate facilities for delivery, unloading, moving, and staging/storing the product during the installation process.
- Service work shall not be hindered by other trades.
- Electric, heat, and adequate elevator service will be furnished without charge.
- The immediate installation area shall be complete and free of debris including the carpet/flooring before installation.
- Any work requiring a licensed electrician is the responsibility of the buyer.

Additional Charges May Apply For

	Non-Seating*	Seating*
1. Inside delivery – upper levels	1%	1%
2. Union & prevailing wage installation	2%	1%
3. Design – to be quoted at \$65 / labor hour		
4. Major metro market & upper floor installation – quoted on a project basis (including but not limited to New York, Boston, Philadelphia, Chicago, San Francisco, and Los Angeles)		
5. Installation in a clinical/medical environment		
6. Special restrictions or limits established by local laws, ordinances, or the direction of the buyer		
7. Restrictions on transportation of materials or street access to the job site and/or dock facilities		
8. Installations outside of a 50-mile radius of the servicing dealer		

*Service percentages are expressed as an additional percent of total product list value.

Supplemental Services Available

Project Management Services

- Furniture Project Management \$78/labor hour
- Furniture Project Coordination \$59/labor hour

Reconfiguration Services

\$45/labor hour

Strategic Planning Services

- Senior Real Estate and Workplace Consultant \$150/labor hour
- Real Estate and Workplace Consultant \$125/labor hour

Occupancy Planning Services

- Occupancy Planner \$78/labor hour
- CAD Drafter \$66/labor hour

Build-Out Project Management Services

\$96/labor hour

FF&E Management Services

\$97/labor hour

Notes

- Hourly rates do not include travel expenses associated with orders.
- Herman Miller Services will provide a project proposal at the customer's request defining the project scope, deliverables, and fees. Prior to commencement of work, the parties shall agree on the final terms of the proposal and the buyer shall issue an authorized purchase order.