

End of Use Partnership Program

THE CHALLENGE

Spaces designed to adapt and evolve over time can optimize real estate and foster higher levels of employee engagement, but creating a resilient workplace often requires removing surplus assets. This process can be overwhelming, time consuming and expensive. It can also have negative impacts on our communities and the environment. Sending assets to landfill is still the industry standard today. The U.S. EPA estimates up to 8.5 million tons of office assets end up in U.S. landfills annually. In many cases this may be the easiest or lowest-cost solution. We believe there's a better way.

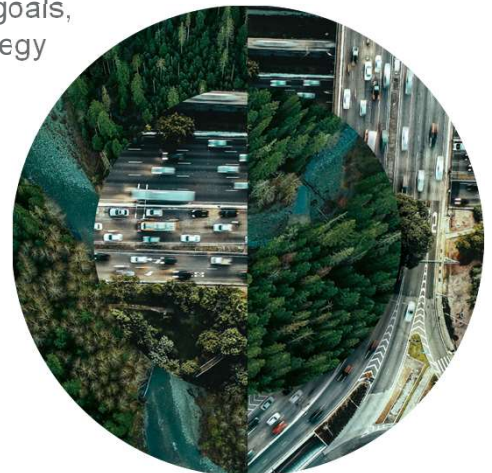
OUR SOLUTION

Protecting the environment and prioritizing good corporate social responsibility is a passion of ours. Steelcase is working closely with a network partners that are experts in full-scale asset management with landfill diversion as a key priority. These partners utilize their network of nonprofit partners to repurpose the office furniture and give it a new life, reducing the demand on natural resources and landfills. Partners will consult with customers directly to determine scope and budget and leverage local resources with some partners emphasizing local donations to keep the carbon impacts minimized. Items that cannot be resold or donated will be recycled, with landfill as the last resort. Available solutions vary by location and multiple solutions are often combined to reach the most sustainable outcome. On average, our partners can divert up to 75% of materials from landfill, depending on the region and market availability.

To connect with a partner, please contact your local sales representative who can work with you to better understand your needs prior to connecting you directly to a partner. Each partner has unique offerings and solutions, to be sure we can meet your exact needs, here are a few key questions to have ready prior to reaching out.

- What is the timing of the project?
- Do you have an existing disposition strategy and understand the costs involved?
- What are your sustainability goals and metrics needs?
- With the help of a Steelcase sales lead, make sure the local dealers have been made aware of the opportunity? In some cases, the dealer may already have capabilities to support the project. (Dealers should be aware of the opportunities and have first right of refusal.)

Please note that as a globally integrated enterprise, our sustainability goals, practices and actions around the world align with our overarching strategy to create sustainable value for our stakeholders. Though we tailor this approach to regional specifications, pursuing regional certifications or responding to local considerations, decisions are made in the context of our global strategy, ensuring we operate, measure and deliver progress on a global scale. The US, Canada, and Mexico have established partners in place. While Europe, Asia, and Africa have established partners in some regions, other regions have limited-service availability. For opportunities in geographies where services are not available or when projects do not meet the minimum requirements, Steelcase or the local Steelcase dealer are happy to evaluate requests on a case-by-case basis.



Asset Interception Process Flow

Each project and partnership may have different partner contacts, but the process of asset interception and sustainable end of use will follow the same basic flow. Lead times for projects must be greater than 1-2 months for this process to be successful.

