

ShawContract®



MARCH 2020
ADDENDUM TO CONTRACT

Scope of Work

Scope of Work

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Service

Meeting Schedule

Meeting	Description	Frequency & Duration	Attendance In Person / Virtual
Key Stake Holder Survey by Region	A Digital survey will be sent to GM's and others (defined by Kathy) to understand successes and pain points	Annually	Kathy Hammett, Carol Moore and Homer Gutierrez, Maggie Robinson, Rebecca Koteen, Sarah Pickett
Weekly Check-In	Weekly meetings for the first 6 months to be sure implementation is running smoothly	Weekly	Kathy Hammett, Homer Gutierrez, Maggie Robinson, Rebecca Koteen
Kick-Off Customer Satisfaction Survey	Intel's Project Teams will receive a short survey from us at the start of our relationship and then annually. The survey will ask for feedback and help us evaluate our efficiency and effectiveness. From this feedback we gain valuable data on how to work best with your teams. Valuable data that we will share with so you can see how we are performing.	At beginning of relationship as a benchmark Annually thereafter	Virtual - Intel will select Project Team members to complete survey
Survey Findings Report	Share information gathered from Survey. Discussing service, product and opportunities	Annually	Kathy Hammett, Carol Moore and Homer Gutierrez, Maggie Robinson, Rebecca Koteen, Sarah Pickett
Design Service Check-In	Design services meeting to establish global standards	Initial start-up weekly. Every 6 months rolling	Kathy Hammett, Carol Moore and Homer Gutierrez, Maggie Robinson, Rebecca Koteen, Shaw Design Team
Quarterly Business Review	Review projects, dashboard, service, design and financials.	Quarterly	Kathy Hammett, Carol Moore and Homer Gutierrez, Maggie Robinson, Rebecca Koteen, Sarah Pickett



Service Overview

Globally Consistent Locally Relevant

Several years ago we developed a strategic plan for operating within the global marketplace. To achieve the highest levels of service for our customers and potential customers like Intel, we invested in manufacturing and stocking locations that provide the greatest benefits. Our combined manufacturing, distribution and service offerings will serve Intel better than anyone else in our industry.

Our regional manufacturing and distribution capabilities ensure Intel's products are always available and on time. We have the global infrastructure needed to support a truly global account like yours. Our global commercial manufacturing facilities include:

- A state-of-the-art manufacturing facility in Nantong, China to service your Asia Pacific locations.
- Six US manufacturing operations to service Intel's North and South American locations.
- A newly acquired UK manufacturing facility, currently undergoing expansion, to service your EMEA locations

Because we are vertically integrated, we produce our own material ingredients, including fiber and backings, and consistent products of the highest quality throughout the world. Intel will receive the same high-level quality and aesthetics whether your product is made in the US or internationally. The strategic locations of our facilities also provide Intel with the benefits of shorter lead times and freight and duty savings.

Additionally, we provide a free stocking program tailored to Intel's specific needs by holding your products in all major markets. Features of this program include:

- Stock levels based on Intel's forecasting.
- Product availability and significant reductions in lead times.
- Intel product standards stocking at no additional cost.
- International stocking locations in Melbourne and Sydney, Australia; Nantong, China; the UK; Mexico and Canada.
- Weekly container shipments from the US to the UK and China manufacturing facilities to ensure EMEA and APAC product availability.



Your single point of contact:



Sarah Pickett

Account Manager | Shaw Integrated Solutions
intelorders@shawinc.com

Your global account team:



Rebecca Koteen

Account Manager | Portland
rebecca.koteen@shawcontract.com
+1 503.504.7316



Maggie Robinson

VP, Strategic Accounts | USA
maggie.robinson@shawinc.com
+1 415.590.0627



Karen Kowal

VP, Strategic Accounts | Canada
karen.kowal@shawinc.com
+1 647.327.1039



Brad Harvey

Regional Vice President | LATAM
brad.harvey-sales@shawcontract.com
+1 647.327.1039



Nikos Liapis

VP, Strategic Accounts | EMEA
nikos.liapis@shawcontract.com
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Alex Wong

Regional Director | Greater China
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Cheryl Goh

Regional Director | SEANA
cheryl.goh@shawcontract.com
+65 9106 0069



Rakesh Lakra

Regional Director | India
rakesh.lakra@shawcontract.com
+91 9880394180



Dave Moolman

Regional Vice President | Australia & New Zealand
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Global Coverage



400+
GLOBAL SALES &
& MARKETING TEAM



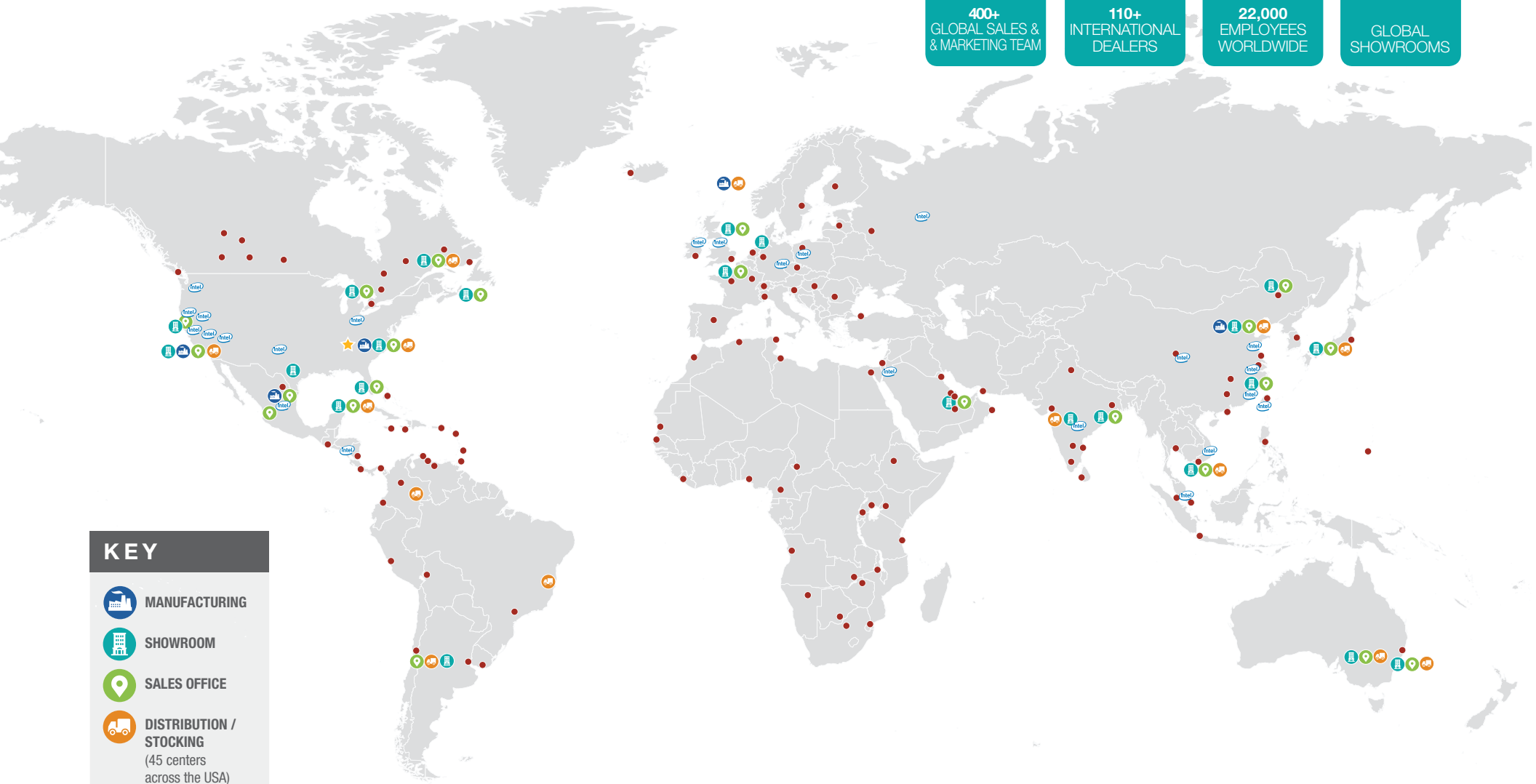
110+
INTERNATIONAL
DEALERS






22,000
EMPLOYEES
WORLDWIDE



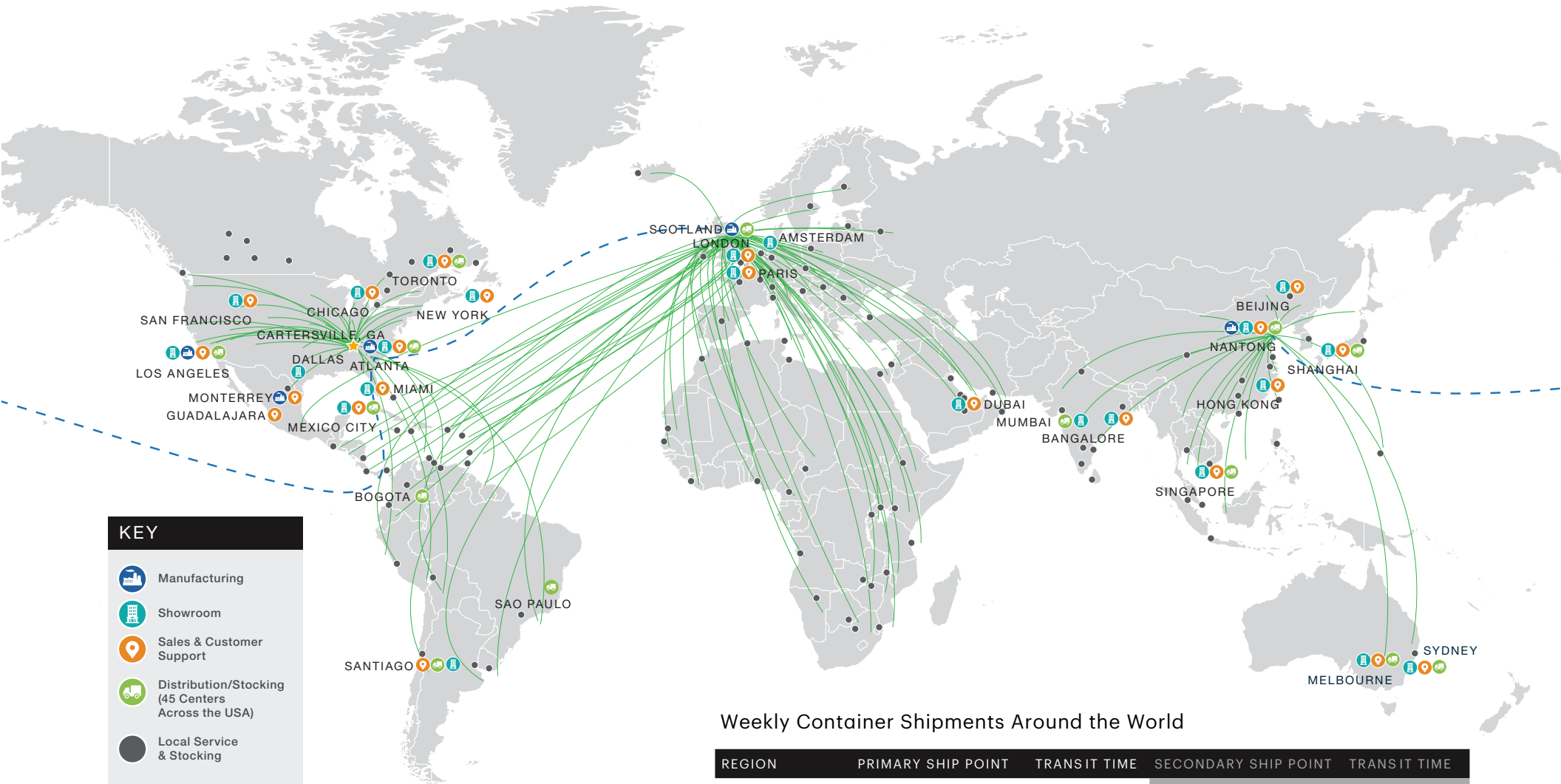
23
GLOBAL
SHOWROOMS








KEY

-  MANUFACTURING
-  SHOWROOM
-  SALES OFFICE
-  DISTRIBUTION / STOCKING
(45 centers across the USA)
-  LOCAL SERVICE PROVIDERS
-  INTEL LOCATION

Distribution & Stocking



KEY

-  Manufacturing
-  Showroom
-  Sales & Customer Support
-  Distribution/Stocking (45 Centers Across the USA)
-  Local Service & Stocking

Weekly Container Shipments Around the World

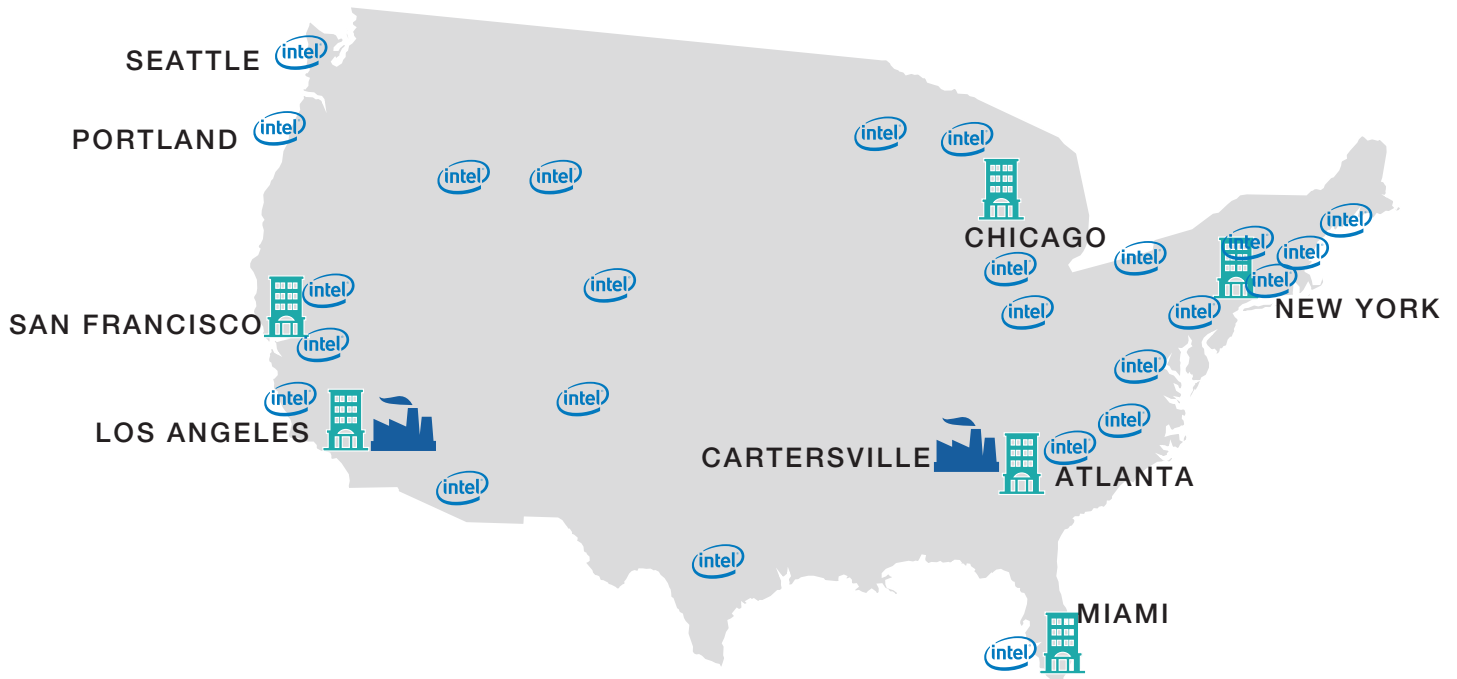
REGION	PRIMARY SHIP POINT	TRANSIT TIME	SECONDARY SHIP POINT	TRANSIT TIME
NAM	Georgia, USA	1 to 3 Weeks		
LATAM	Georgia, USA	1 to 3 Weeks	Sanquhar, Scotland	4 to 6 Weeks
EMEA	Sanquhar, Scotland	1 to 3 Weeks	Georgia, USA	4 to 6 Weeks
APAC	Nantong, China	1 to 3 Weeks	Georgia, USA	4 to 6 Weeks

United States

Global Coverage

United States

In the USA, Shaw Contract has a minimum of 5 account managers in each state and Local Service Providers within a 100 mile radius of Intel's corporate offices.

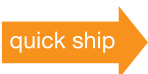


Account Manager – Portland
 Rebecca Koteen
 +1 503.504.7316
 rebecca.koteen@shawcontract.com



VP Strategic Accounts – USA
 Maggie Robinson
 +1 925.667.6038
 maggie.robinson@shawinc.com

Products ship from:
 USA, Mexico



KEY	
	INTEL LOCATION
	SHAW ASSOCIATE
	LOCAL SERVICE PROVIDER
	SHOWROOM / SALES OFFICE
	MANUFACTURING

Shaw Integrated Solutions

Manages Direct Purchases in the US only



Business Simplified.

Shaw Integrated Solutions (SIS) is your single source for all flooring projects. Our account management team is the best in the industry, providing an exceptional experience every day...every time.

About Us

Established 2001
650 million sq ft of flooring installed
300 accounts & contracts, including Fortune 500 companies
150K projects under management
Largest transportation fleet in the industry

Advantages

Single point of contact
Project security
Broad product portfolio
On-time delivery
Flexibility to meet your specific needs
National database of diverse installation partners
Simplified purchase process
Ease of doing business

Services

Project management
Installation
Itemized proposals
Estimating and seaming diagrams
Customized reporting
Interactive microsities
Reclamation





REQUEST FOR PROPOSAL

Project Name:		Installer must schedule a site visit
Project Address:		
City/State/Zip:		
Site Contact:		
Site Contact Phone:		

Proj Mgr Name:	
Proj Mgr Phone:	
Proj Mgr E-mail:	

Flooring Material:				
Style#	Style Name	Color#	Color Name	SY, SF or LF

REQUIRED REMOVAL SERVICES: (check all that apply)							
<input type="checkbox"/>	Carpet Removal	<input type="checkbox"/>	Broadloom	<input type="checkbox"/>	Tile	<input type="checkbox"/>	Shaw EcoWorx
<input type="checkbox"/>	Recycling						
<input type="checkbox"/>	Cove Base Removal						
<input type="checkbox"/>	Ceramic Removal						
<input type="checkbox"/>	VCT Removal						
<input type="checkbox"/>	LVT Removal						

REQUIRED INSTALLATION SERVICES: (check all that apply)					
<input type="checkbox"/>	Carpet Installation	<input type="checkbox"/>	Broadloom	<input type="checkbox"/>	Tile
<input type="checkbox"/>	Cove Base Installation				
<input type="checkbox"/>	LVT Installation				
<input type="checkbox"/>	Furniture Moving				
<input type="checkbox"/>	Furniture Lifting				
<input type="checkbox"/>	Occupied Space				
<input type="checkbox"/>	Nights/weekends				
<input type="checkbox"/>	Union Labor Required				

Site Walk Date	
Required Installation Date	
Phasing Required (# of phases)	

Is there any safety training our subcontractor will need to complete prior to the start of the job?

Are there any special safety rules & regulations specific to the building?

Please forward plans, with finish schedule and specs to:
sarah.pickett@shawinc.com

United States Order Process



Option 1 – Intel Direct Purchase Supply & Install

- 1 Contact Sarah Pickett, your single point of contact for flooring projects.
- 2 Sarah and Intel will complete a scope of work form together.
- 3 Shaw will align a flooring subcontractor to review the scope and visit the job site.
- 4 Shaw will produce a turnkey bid (material & labor) based on subcontractor's job site review.
- 5 Intel will review the proposal and issue PO to Shaw.
- 6 Shaw will coordinate shipment of materials and installation based on Intel's schedule.
- 7 After Intel formally approves the job as complete, Shaw will invoice Intel and pay subcontractor.

Option 2 – Intel Direct Purchase Material Only

- 1 Provide Sarah Pickett, your single point of contact, with project information, material selection and quantities.
- 2 Shaw will prepare a proposal.
- 3 Intel will review proposal and issue PO to Shaw.
- 4 Shaw will order flooring materials and communicate production date to Intel.
- 5 Shaw will coordinate shipment of materials based on Intel's schedule.
- 6 Shaw will invoice Intel for flooring materials.

Option 3 – Intel or GC purchase through Dealer

- 1 Dealer will provide Sarah Pickett, your single point of contact, with project information, material selection and quantities.
- 2 Shaw will order flooring materials and communicate the production date to dealer.
- 3 Shaw will coordinate shipment of flooring materials and communicate the production dates based on project schedule.
- 4 Dealer will invoice Intel or GC for material and installation.

SHAWCONTRACT.COM

SIS – Order Process

Your single point of contact:

Sarah Pickett | Account Manager | sarah.pickett@shawinc.com | +1 706.532.7481

Canada

Global Coverage

Canada

In Canada, Shaw Contract has 26 associates in the region and 16 Local Service Providers within a 100 mile radius of Intel's corporate offices.



VP Strategic Accounts – Canada

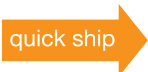
Karen Kowal

+1 647.327.1039

karen.kowal@shawinc.com

Products ship from:

USA, Mexico



KEY	
	INTEL LOCATION
	SHAW ASSOCIATE
	LOCAL SERVICE PROVIDER
	SHOWROOM / SALES OFFICE
	MANUFACTURING

Canada Order Process

Option 1 – Direct Purchase Material Only

- 1 Provide Karen Kowal, your single point of contact, with project information, material selection and quantities.
- 2 Shaw will prepare a proposal.
- 3 Intel will review proposal and issue PO to Shaw.
- 4 Shaw will order flooring materials and communicate production date to Intel.
- 5 Shaw will coordinate shipment of materials based on Intel's schedule.
- 6 Shaw will invoice Intel for flooring materials.

Option 2 – Intel or GC purchase through Dealer

- 1 Dealer will provide Karen Kowal, your single point of contact, with project information, material selection and quantities.
- 2 Shaw will order flooring materials and communicate the production date to dealer.
- 3 Shaw will coordinate shipment of flooring materials and communicate the production dates based on project schedule.
- 4 Shaw will invoice dealer for flooring materials.

Your single point of contact:

Karen Kowal | Vice President Global & Strategic Accounts Canada | karen.kowal@shawinc.com | 647.327.1039

South America | Mexico

Global Coverage

South America & Mexico

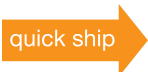
In LATAM, Shaw Contract has 10 associates in region and 28 Local Service Providers within a 100 mile radius of Intel's corporate offices.



Regional Vice President – LATAM

Brad Harvey
 +1 305.450.0033
 brad.harvey@shawinc.com

Products ship from:
 USA, Mexico, and Scotland



KEY

-  INTEL LOCATION
-  SHAW ASSOCIATE
-  LOCAL SERVICE PROVIDER
-  SHOWROOM / SALES OFFICE
-  MANUFACTURING

Latin America Preferred Dealers

COUNTRY	DEALER NAME
Argentina	La Europea
Brazil	Belgium Technology
Chile	Multicarpet
Columbia	Cuperz
Mexico	Terza
Peru	Decorlux

South America & Mexico Order Process

Intel or GC purchase through Dealer

- 1** Contact Brad Harvey, your single point of contact for flooring projects.
- 2** Shaw will appoint an authorized dealer to review the scope of work with Intel or GC and visit the job site.
- 3** Intel or GC will contract directly with authorized dealer for product, delivery and installation in local currency if available.
- 4** Brad Harvey will ensure the order and terms are aligned and comply with the agreed upon MSA.
- 5** Authorized dealer will order flooring material and communicate delivery date to meet schedule.
- 6** Authorized dealer will invoice Intel or GC for the supply, delivery and installation of product.

SHAWCONTRACT.COM

Your single point of contact:

Brad Harvey | Regional Vice President | brad.harvey-sales@shawinc.com | +305.450.0033

EMEA



Intel's Benefits

EMEA Region

- Regional Manufacturing (Scotland) reduces delivery lead-time & freight costs
- Regional Warehousing allows for custom stocking programs for product standards
- Shaw's Regionally Dedicated Single Point of Contact (SPOC) ensures immediate response to Intel
- Shaw Regionally Dedicated Sales Team positioned throughout the region provides design and local team support
- Shaw's Preferred Service Provider Network throughout the region allows for localized project execution
- Regional Shaw Design Showrooms positioned in key regional hubs – London, Paris, Amsterdam, & Dubai
- Regionally Dedicated Shaw Visualization assists Intel with 2D & 3D renderings
- Regionally Dedicated Shaw Technical Services & Installation to consult, advise, & rectify claims (if necessary)
- Product Bundling opportunities across the width of the Shaw product profile
- Shaw Global Take-Back Warranty that Provides Intel Sustainability leadership for flooring
- Shaw's Industry Leading Comprehensive, Non-Prorated Product Warranty
- Local Invoicing in Great British Pound, Euro, & US Dollars

Global Coverage

EMEA



In the UK / Europe Shaw Contract has 25 employees in the region and 34 Local Service Providers within a 200 mile radius of Intel's corporate offices.

In Africa & Middle East Shaw Contract has 4 employees in the region and 7 Local Service Providers within a 200 mile radius of Intel's corporate offices.



**VP of Strategic Accounts
EMEA**
Nikos Liapis
+44.7887.833.463
nikos.liapis@shawcontract.com

Products ship from:
Scotland and USA



KEY

- INTEL LOCATION
- SHAW ASSOCIATE
- LOCAL SERVICE PROVIDER
- SHOWROOM / SALES OFFICE
- MANUFACTURING

EMEA Preferred Dealers

COUNTRY	DEALER NAME
AUSTRIA	Handelsagentur Manfred Konrad
BOSNIA HERZEGOVINA	Kabinet Plus
BULGARIA	Activa Business Interiors
CROATIA	Plan 2b Interjeri
CZECH REPUBLIC	Barkotex Praha Spol S R O
CZECH REPUBLIC	Messa Interiors
ESTONIA	Rm Stúdio Ou
FINLAND	Vmc Project Finland
GERMANY	Straeher Ag
GREECE	Plastino
HUNGARY	Floor By Blue
ICELAND	ETC Ehf
IRELAND	Walls To Workstations
ISRAEL	Bas Building & Architectural Services Ltd
ITALY	Crđi Centro Rifiniture
LATVIA	Salonsobjekts
LITHUANIA	Ostas
LUXEMBOURG	Tertia Office Solutions
NORTHERN MACEDONIA	B2 Solution
POLAND	Polflor Sp. Z.O.O.
PORTUGAL	Steelcase Portugal
ROMANIA	Project1
RUSSIA	Llc Flooring. Ru
SERBIA	Nitea
SLOVAKIA	FORMIN S.R.O.
SLOVENIA	Carpetart
SPAIN	Steelcase Spain
SWEDEN	Ogeborg
SWITZERLAND	Buchi Boden Gmbh Switzerland
UKRAINE	Office Solutions Ukraine
BAHRAIN	Salam Enterprises
EGYPT	T&D Design
ETHIOPIA	Leed Building Technology And Trading
JORDAN	Jumeira Trading
KENYA	Contract Carpets
KUWAIT	Al Dhow
LEBANON	Skaff
LIBYAN ARAB JAMAHIRI	Arkno Carpets & Flooring
MOROCCO	Reso
NIGERIA	Panoffice
OMAN	Khimji Ramdas Llc (Furniture Division)
QATAR	Salam Enterprises
SAUDI ARABIA (Al Khobar)	Azal Arabia Furniture
SAUDI ARABIA (Riyadh)	Olayan Group
SOUTH AFRICA	Pentafloor (Pty) Ltd
TURKEY	Agk
UNITED ARAB EMIRATES	Metre Squared

EMEA Order Process

Intel or GC Purchase through Dealer EMEA

- 1** Dealer will provide Nikos Liapis, your single point of contact, with project information, material selection and quantities so he can create a proposal.
- 2** The Dealer will place order with Shaw Europe Ltd. for flooring materials.
- 3** Shaw will coordinate shipment of flooring materials and communicate the production dates based on project schedule.
- 4** Flooring Contractor will invoice Intel or GC for flooring materials.

Intel or GC purchase through Flooring Contractor UK, Netherlands & France

- 1** Flooring Contractor will provide Nikos Liapis, your single point of contact, with project information, material selection and quantities so he can create a proposal.
- 2** The Flooring Contractor will place order with Shaw Europe Ltd. for flooring materials.
- 3** Shaw will coordinate shipment of flooring materials and communicate the production dates based on project schedule.
- 4** Flooring Contractor will invoice Intel or GC for flooring materials.

Your single point of contact:

Nikos Liapis | Vice President Strategic Accounts EMEA | nikos.liapis@shawinc.com | +44 7887 833463

Ireland & Israel Order Process

Direct Purchase Supply & Install

- 1 Provide Nikos Liapis, your single point of contact, with project information and material selections.
- 2 Shaw will align a flooring subcontractor to review the scope and visit the job site to assess site conditions.
- 3 Shaw will produce two proposals. One for material and one for installation based on subcontractor's job site review.
- 4 Installation proposal will include non-recoverable VAT charges and other applicable local fees.
- 5 Intel will review the proposals and upon approval issue two POs to Shaw Europe Limited ("SEL"). One for material and one for installation.
- 6 SEL will ship material DAP. Intel will be the importer of record and is responsible for VAT, duties and transportation insurance.
- 7 Shaw will coordinate shipment of materials and installation based on Intel's schedule.
- 8 After Intel formally approves the job as complete, Shaw will invoice Intel.

Intel or GC purchase through Dealer Shaw recommended option

- 1 Provide Nikos Liapis, your single point of contact, with project information and material selections.
- 2 Shaw will align a flooring subcontractor to review the scope and visit the job site to assess site conditions.
- 3 Intel or GC will contract directly with an Authorized Dealer for product, delivery and installation services.
- 4 Nikos Liapis will ensure the order and terms are aligned and comply with the agreed upon MSA. Contract will be executed in local currency if available.
- 5 The Authorized Dealer will order flooring materials and communicate the delivery date based on agreed schedule with customer. Product will be shipped DDP.
- 6 The Authorized Dealer will be the importer of record and bear sole responsibility for applicable VAT, duties and similar charges.
- 7 During shipment the Authorized Dealer will carry adequate insurance for any and all loss, damage or destruction that may occur.
- 8 The Authorized Dealer will invoice Intel or the GC for the supply, delivery and installation of product.

Your single point of contact:

Nikos Liapis | Vice President Strategic Accounts EMEA | nikos.liapis@shawinc.com | +44 7887 833463

Greater China | Hong Kong |
Taiwan

Intel's Benefits

Greater China | Hong Kong | Taiwan

- Regional Manufacturing (Nantong, China) reduces delivery lead-time & freight costs
- As a ASEAN manufacturer, Shaw can provide savings to Intel at a reduced or zero rate on import duties
- Regionally-based Warehousing in Australia, India, & China allows for stocking programs for product standards.
- Shaw's Regionally Dedicated Single Point of Contact (SPOC) assures immediate responses to Intel
- Shaw Regionally Dedicated Sales Team throughout the region provides design & local Intel team support
- Shaw's Preferred Service Provider Network throughout the region allows for localized project execution
- Regional Shaw Design Showrooms positioned in key regional hubs – Beijing, Shanghai, Hong Kong, Singapore, Sydney, Melbourne, & Bangalore
- Regionally Dedicated Shaw Visualization assists Intel with 2D & 3D renderings
- Regionally Dedicated Shaw Technical Services & Installation will consult, advise, & rectify claims (if necessary)
- Product Bundling opportunities across the width of the Shaw product profile
- Shaw's Global Take-Back Warranty that Provides Intel Sustainability leadership for flooring
- Shaw's Industry Leading Comprehensive, Non-Prorated Product Warranty
- Local Invoicing in Australian Dollar, Chinese RMB, & US Dollars



Global Coverage

Greater China | Hong Kong | Taiwan

In China, Shaw Contract has 34 employees in the region and 9 Local Service Providers within a 600 mile radius of Intel's corporate offices.



**Regional Director –
Greater China**

Alex Wong

+852 9837 8614

alex.wong@shawcontract.com

Products ship
from: China & USA



KEY

-  INTEL LOCATION
-  SHAW ASSOCIATE
-  LOCAL SERVICE PROVIDER
-  SHOWROOM / SALES OFFICE
-  MANUFACTURING

APAC Preferred Dealers

COUNTRY	DEALER NAME
CHINA SOUTH	Guangzhou Phoenix Trading Limited
CHINA EAST	Spread Flooring (Shanghai) Limited
CHINA NORTH	Newvision Furniture (Beijing) Co., Ltd.
HONG KONG	New Team Building Materials Limited
TAIWAN	Semifloor

China, Hong Kong, & Taiwan Order Process

Intel or GC purchase through Dealer

1

Contact Alex Wong, your single point of contact for flooring projects.

2

Shaw will appoint an authorized dealer to review the scope of work with Intel or GC and visit the job site.

3

Intel or GC will contract directly with authorized dealer for product, delivery and installation in local currency if available.

4

Alex Wong will ensure the order and terms are aligned and comply with the agreed upon MSA.

5

Authorized dealer will order flooring material and communicate delivery date to meet schedule. Product will be shipped DDP terms.

6

Authorized dealer shall be importer of record and bear sole responsibility for applicable VAT, duties and any other taxes.

7

Authorized dealer shall carry adequate insurance for any loss or damage during shipping.

8

Authorized dealer will invoice Intel or GC for the supply, delivery and installation of product.

Your single point of contact:

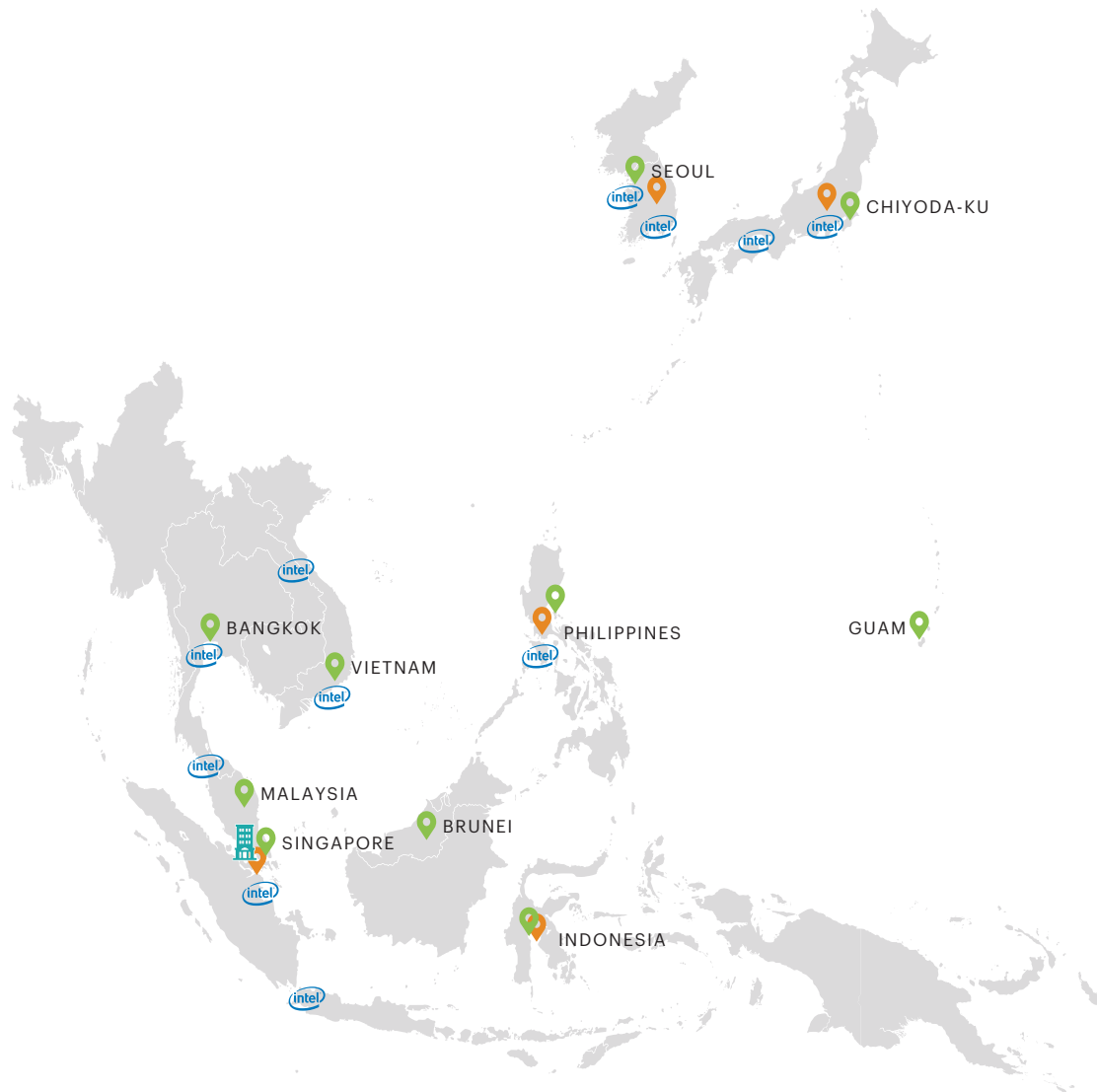
Alex Wong | Regional Director | alex.wong@shawcontract.com | +852 9837 8614

SEANA | Korea | Japan

Global Coverage

SEANA | Korea | Japan

In SEANA/Korea/Japan Shaw Contract has 19 employees in the region and 9 Local Service Providers within a 300 mile radius of Intel's corporate offices.



**Regional Director –
South East Asia & North Asia**
Cheryl Goh
+65 9106 0069
cheryl.goh@shawcontract.com

Products ship from:
China and USA



KEY

-  INTEL LOCATION
-  SHAW ASSOCIATE
-  LOCAL SERVICE PROVIDER
-  SHOWROOM / SALES OFFICE
-  MANUFACTURING

Intel's Benefits

SEANA | Korea | Japan

- Regional Manufacturing (Nantong, China) reduces delivery lead-time & freight costs
- As a ASEAN manufacturer, Shaw can provide savings to Intel at a reduced or zero rate on import duties
- Regionally-based Warehousing in Australia, India, & China allows for stocking programs for product standards.
- Shaw's Regionally Dedicated Single Point of Contact (SPOC) assures immediate responses to Intel
- Shaw Regionally Dedicated Sales Team throughout the region provides design & local Intel team support
- Shaw's Preferred Service Provider Network throughout the region allows for localized project execution
- Regional Shaw Design Showrooms positioned in key regional hubs – Beijing, Shanghai, Hong Kong, Singapore, Sydney, Melbourne, & Bangalore
- Regionally Dedicated Shaw Visualization assists Intel with 2D & 3D renderings
- Regionally Dedicated Shaw Technical Services & Installation will consult, advise, & rectify claims (if necessary)
- Product Bundling opportunities across the width of the Shaw product profile
- Shaw's Global Take-Back Warranty that Provides Intel Sustainability leadership for flooring
- Shaw's Industry Leading Comprehensive, Non-Prorated Product Warranty
- Local Invoicing in Australian Dollar, Chinese RMB, & US Dollars



SEANA Preferred Dealers

COUNTRY	DEALER NAME
BRUNEI	Fabrica Sendirian Berhad
CAMBODIA	American Indochina Management (Cambodia) Ltd
GUAM	The Americiana Group, Inc.
INDONESIA	PT. Rifyo Indonesia
JAPAN	Sumisho Interior International, Inc.
KOREA	TimsdecoPlus Company Ltd.
MALAYSIA	B. E. Decor Sdn Bhd
MYANMAR	INHOUSE INDUSTRY CO., LTD. SMJ
PHILIPPINES	Furnishings Philippines Inc.
SINGAPORE	A-xet Floorcoverings Pte Ltd
SRI-LANKA	Delmerge Forsyth&Company LTD
THAILAND	OMP Company Limited
VIETNAM	TND Interior Vietnam Pte Ltd

SEANA, Japan, & Korea Order Process

Intel or GC purchase through Dealer

1

Contact Cheryl Goh, your single point of contact for flooring projects.

2

Shaw will appoint an authorized dealer to review the scope of work with Intel or GC and visit the job site.

3

Intel or GC will contract directly with authorized dealer for product, delivery and installation in local currency if available.

4

Cheryl Goh will ensure the order and terms are aligned and comply with the agreed upon MSA.

5

Authorized dealer will order flooring material and communicate delivery date to meet schedule. Product will be shipped DDP terms.

6

Authorized dealer shall be importer of record and bear sole responsibility for applicable VAT, duties and any other taxes.

7

Authorized dealer shall carry adequate insurance for any loss or damage during shipping.

8

Authorized dealer will invoice Intel or GC for the supply, delivery and installation of product.

Your single point of contact:

Cheryl Goh | Regional Director | cheryl.goh@shawcontract.com | +65 9106 0069

India

Global Coverage India

In India Shaw Contract has 22 employees in the region and 8 Local Service Providers within a 100 mile radius of Intel's corporate offices..



Rakesh Lakra
Regional Director -
India
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Products ship from:
China & USA



KEY

-  INTEL LOCATION
-  SHAW ASSOCIATE
-  LOCAL SERVICE PROVIDER
-  SHOWROOM / SALES OFFICE
-  MANUFACTURING

India Order Process

Option 1 – Intel Direct Purchase Supply & Install

- 1 Provide Rakesh Lakra, your single point of contact, with project information, material selection and quantities.
- 2 Shaw will prepare two proposals. One for Material and one for Installation.
- 3 Intel will review proposals and issue two POs. One for material to Shaw Industries Asia Pte Ltd in USD duty and tax free and one for installation to Shaw Floors India.
- 4 Shaw will order flooring materials and communicate production date to Intel.
- 5 Shaw will coordinate shipment of materials and installation based on Intel's schedule.
- 6 After Intel formally approves the job as complete, Shaw will invoice Intel.

Option 2 – GC purchase through Dealer

- 1 Intel to connect Rakesh Lakra, your single point of contact, with GC.
- 2 Shaw will review scope of work with the GC. A site visit may be required.
- 3 Shaw will provide an Itemized proposal for material and installation to the GC.
- 4 Upon approval the GC will provide a PO in local currency to Shaw Floors India.
- 5 Shaw will order flooring materials and communicate production and installation date to GC.
- 6 Shaw will invoice the GC for flooring materials and installation.

SHAWCONTRACT.COM

Your single point of contact:

Rakesh Lakra | Regional Director Global Accounts | rakesh.lakra@shawcontract.com | +91 9880394180

Australia | New Zealand

Global Coverage

Australia | New Zealand

In Australia Shaw Contract has 32 employees in the region and 8 Local Service Providers within a 100 mile radius of Intel's corporate offices.



**Regional Vice President –
Australia & New Zealand**
Dave Moolman
+61 0418 253 849
dave.moolman@shawcontract.com

Products ship from:
China and USA



KEY

-  INTEL LOCATION
-  SHAW ASSOCIATE
-  LOCAL SERVICE PROVIDER
-  SHOWROOM / SALES OFFICE
-  MANUFACTURING

Australia & New Zealand Order Process

Intel or GC purchase through Dealer

1

Contact Dave Moolman, your single point of contact for flooring projects.

2

Shaw will appoint an authorized dealer to review the scope of work with Intel or GC and visit the job site.

3

Intel or GC will contract directly with authorized dealer for product, delivery and installation in local currency if available.

4

Dave Moolman will ensure the order and terms are aligned and comply with the agreed upon MSA.

5

Authorized dealer will order flooring material and communicate delivery date to meet schedule.

6

Authorized dealer will invoice Intel or GC for the supply, delivery and installation of product.

Your single point of contact:

Dave Moolman | Regional Vice President | dave.moolman@shawcontract.com | +61 418 253 849

Australia | New Zealand Preferred Dealers

COUNTRY	DEALER NAME
Australia-Victoria	Flooring Innovations
Australia-South Australia	Adelaide Commercial Flooring
Australia- Western Australia	Floor Wise
Australia- New South Wales	Master Carpet Holdings
Australia- Australian Capitol Territory	Master Carpet Holdings
Australia- Queensland	Asset Flooring
New Zealand	Jacobsens

Additional Services

Rendering & Design Services

Complementary 2D, 3D & Estimation
and Product Standards Selections

To get started please contact:
Rebecca Koteen
rebecca.koteen@shawcontract.com
503.504.7316

Stage 1: Concept

Stage 2: Visualization

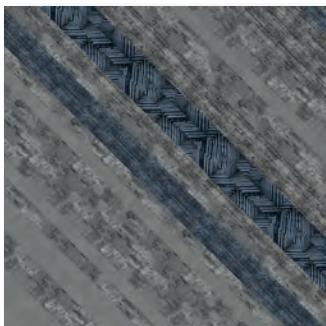
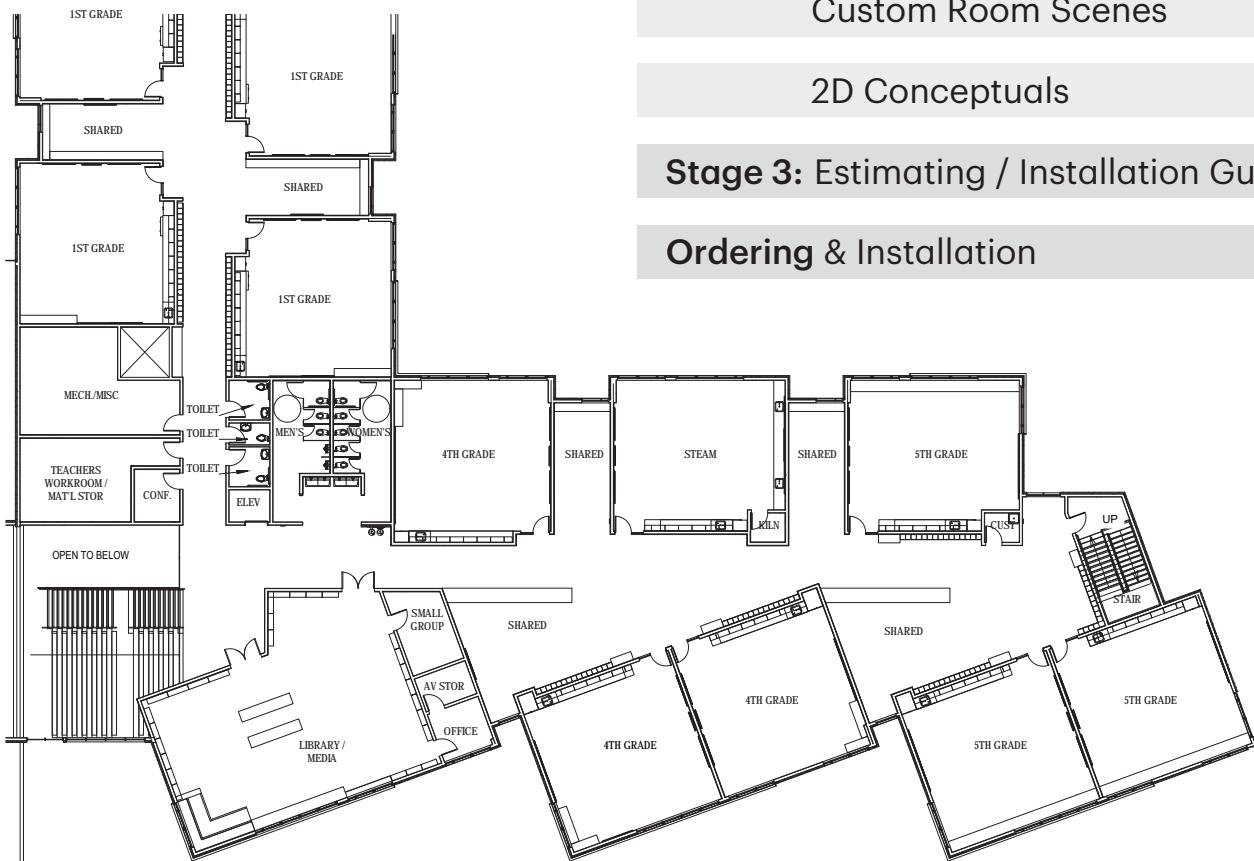
Custom Patterns

Custom Room Scenes

2D Conceptuals

Stage 3: Estimating / Installation Guides

Ordering & Installation



CUSTOM PATTERNS



CUSTOM ROOM SCENES



2D CONCEPTUAL LAYOUTS



INSTALLATION GUIDES
(PAINT BY NUMBERS)

Microsite and Dashboard

Complementary Microsite and Order Tracking



We will develop a dashboard specific to Intel to provide insights most that are most important to you.

- **styles**
- **locations**
- **order tracking**
- **spend per style**
- **spend per quarter/annum**

EXAMPLE MICROSITE

<https://facebook-shawcontract.yourgreatfloors.com/>

Flooring Experience Survey



ShawContract®

* How likely is it that you would recommend Shaw Industries as your provider for carpet or resilient flooring to a colleague?

0 - Not at all
Likely

1

2

3

4

5 - Neutral

6

7

8

9

10 - Extremely
Likely



Intel's project teams will receive a short survey from us at the start of our relationship and then quarterly. The survey will ask for feedback and help us evaluate our efficiency and effectiveness. From this feedback we gain valuable data on how to work best with your teams. This data will be shared with so you can see how we are performing.

Discount Program

Friends of Shaw

Through the Friends of Shaw program, employees of our partners can enjoy a 10% discount on Shaw flooring through participating Shaw Flooring Network retailers across the United States and Canada. There are approximately 1,600 retailers that make up this elite group of flooring retailers today.

The link includes your company name and should be added to your company's intranet for employees to download the Friends of Shaw coupon when they are in the market for new flooring. To download the coupon, the employee will provide a little bit of information about their location, and they will see a list of participating retailers in the area to select from and download the coupon. The employee should present the coupon to the retailer upon arrival so they can share qualifying products.



Warranties

Warranties

Protect your investment

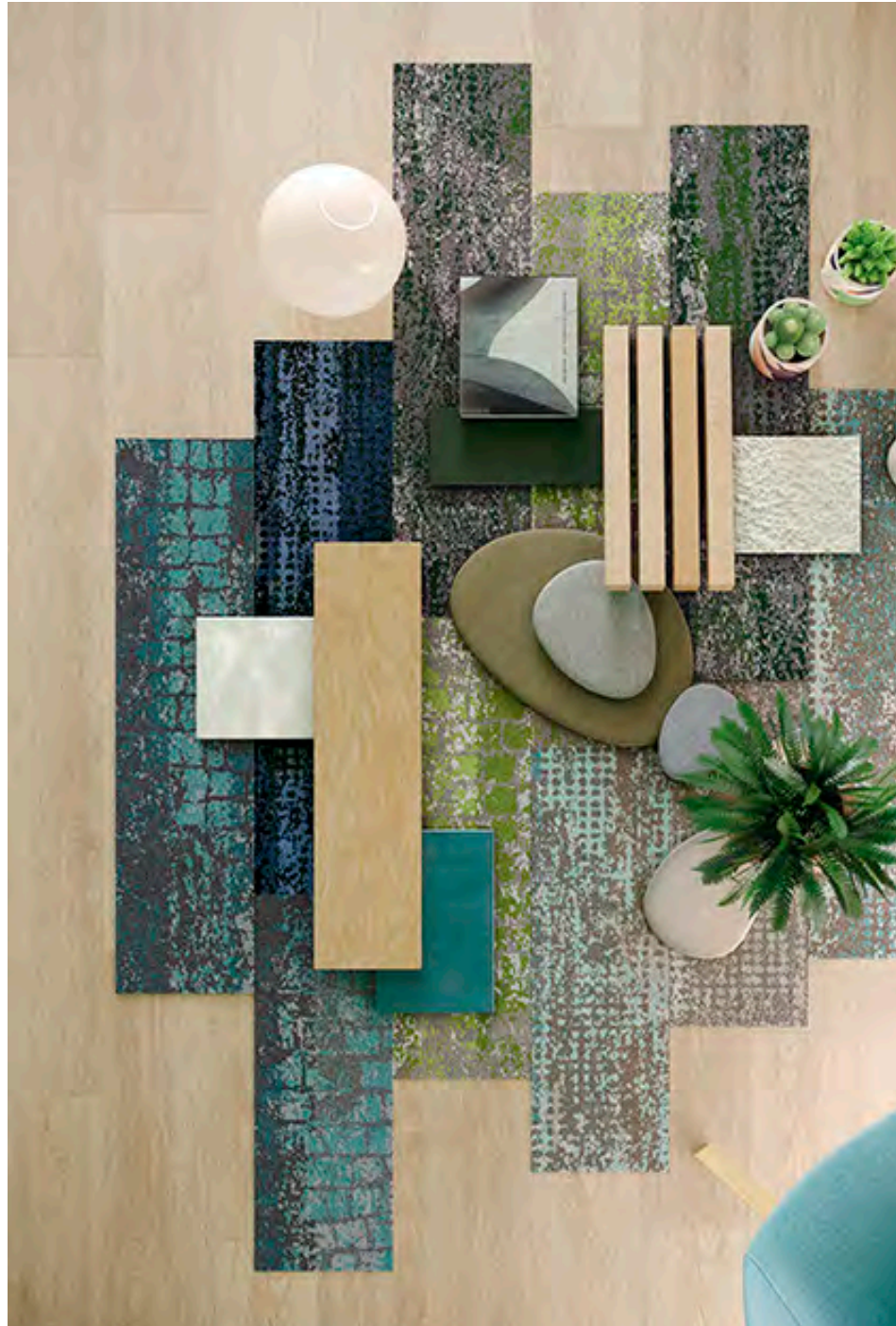
We offer the strongest warranties in the industry, maintaining accountability for the entire flooring system—from the engineering of the backing and fiber to the actual construction.

The proper maintenance plan for your Shaw Contract flooring will help protect your investment by extending the life and performance of your products.

To ensure you have the information you need to develop the maintenance plan that is right for you, we provide detailed maintenance guidelines for the entire product portfolio.

All carpet tile products have a minimum 10 year commercial warranty.

For all warranties [CLICK HERE](#) for more details



Sustainability

Everything is Connected

Our Sustainability Story

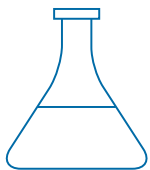
Everyone should have access to sustainable products for the places where we heal, learn, rest and work. Our brand vision, Smarter Impact, is our call to action to share insights and solutions that help you act on your power for positive change, especially when it comes to making sustainable choices.

Our view of sustainability encompasses not only the environmental health of our products and our operations, but also how our products impact human experience.

For more than 20 years, Shaw Contract has demonstrated our commitment to the Cradle to Cradle® design philosophy and the Cradle to Cradle Certified™ Products Program. More than 90% of the products we manufacture have achieved this prestigious multi-attribute certification, protecting humans and the environment.

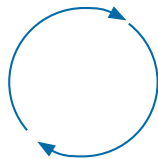
Cradle to Cradle®

Cradle to Cradle® provides a multifaceted design philosophy that aligns with Shaw Contract and the market's sustainability priorities. Through the Cradle to Cradle Certified™ Products Program, Shaw Contract obtains third-party assessment and validation of its performance against key sustainability attributes including—material health, material reuse (product circularity), renewable energy, water stewardship and social responsibility (fairness).



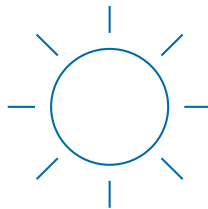
Material Health

The framework and assessment process to ensure that a product is made from ingredients that are safe and healthy to humans and the environment



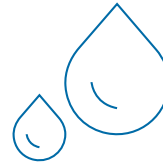
Material Reuse (Product Circularity)

The component that requires a product to use recycled content and be designed to be recycled



Renewable Energy & Carbon Management

The expectation to use sources of clean, renewable energy to manufacture products and to reduce energy use overall



Water Stewardship

The principle that water is a precious global resource that must be protected



Social Responsibility (Fairness)

The pillar that ensures business operations are designed to honor and respect all people and nature

A Community United



Carbon Management

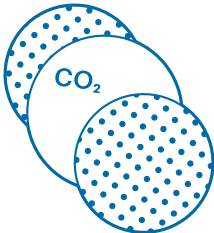
Onsite Clean Energy

The combined heat and power (CHP) plant at our fiber production facility in Columbia, South Carolina, USA, reduces the plant's annual greenhouse gas emissions by an estimated 26,000 metric tonnes; that's an impact equal to removing almost 5,500 passenger vehicles from the road each year.



Carbon Neutral

Commercial carpet manufacturing facilities worldwide are 100% carbon neutral. In addition we offer products that are 100% carbon neutral.



Carbon Disclosure Project

As part of our transparency efforts, Shaw Industries was one of 7,000 companies in the world to respond to CDP (Carbon Disclosure Project) in 2018.

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SUSTAINABILITY

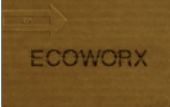
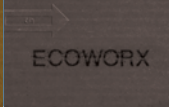
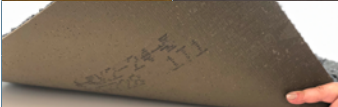
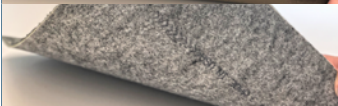


RECLAMATION IN 5 STEPS

1 IDENTIFY YOUR CARPET TILE

Start your reclamation project by identifying the current carpet tile on the floor that will be replaced. Photograph the carpet backing or provide access to the space so that your Shaw representative can verify the materials on-site.



LOOK FOR		BACKING TYPE	COST
		EcoWorx [®] Tan or gray w/ EcoWorx i.d.	Free
		PVC Plasticky feel, dark gray or black	\$ Freight
		Polyurethane Cushioned	\$\$\$ Freight

2 SPECIFY RECYCLING AT THE START



Insert carpet tile reclamation specification into the project finish schedule. This can be shared with your A&D firm.

5 REPORT RECEIVE YOUR CERTIFICATE

We'll measure the environmental impacts for landfill diversion and carbon reduction by recycling EcoWorx carpet tile then issue your reclamation certificate for your company and the specifying A&D firm.



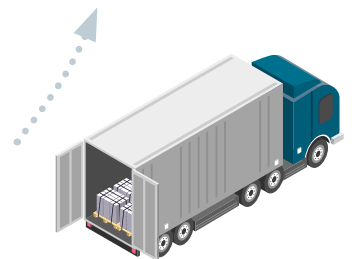
3 INTRODUCE SHAW TO YOUR GC

Introduce your Shaw rep to the general contractor to discuss the reclamation process and provide details for arranging the re[TURN].



4 EXECUTE THE RE[TURN]

The re[TURN] Collection Team will work directly with your GC by fielding questions and providing their knowledge for a trouble-free reclamation.



ShawContract®

shawcontract.com

Contacts:

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415.590.0627