

# HON State of Georgia Discount Matrix

Dock Delivery:								
Tier	Total Order at List	SYSTEMS & PEDESTALS	VERTICAL & LATERAL FILING, STORAGE	TABLES, DESKING, CASEGOODS	HON BRANDED SEATING	Tier	Total Order at List	EDUCATION
1	\$0 - \$124,999	66.7%	55.1%	52.9%	52.9%	1	\$0 - \$24,999	52.9%
2	\$125,000 and above	68.8%	65.6%	58.4%	58.4%	2	\$25,000 and above	55.1%

Inside Delivery:								
Tier	Total Order at List	SYSTEMS & PEDESTALS	VERTICAL & LATERAL FILING, STORAGE	TABLES, DESKING, CASEGOODS	HON BRANDED SEATING	Tier	Total Order at List	EDUCATION
1	\$0 - \$124,999	65.7%	54.0%	51.8%	51.8%	1	\$0 - \$24,999	51.8%
2	\$125,000 and above	68.0%	64.6%	57.3%	57.3%	2	\$25,000 and above	54.0%

Delivered & Installed:								
Tier	Total Order at List	SYSTEMS & PEDESTALS	VERTICAL & LATERAL FILING, STORAGE	TABLES, DESKING, CASEGOODS	HON BRANDED SEATING	Tier	Total Order at List	EDUCATION
1	\$0 - \$124,999	63.5%	50.8%	48.5%	48.5%	1	\$0 - \$24,999	48.5%
2	\$125,000 and above	65.8%	62.3%	54.5%	54.5%	2	\$25,000 and above	50.8%

Product Series	SYSTEMS & PEDESTALS	VERTICAL & LATERAL FILING, STORAGE	TABLES, DESKING, CASEGOODS	HON BRANDED SEATING	EDUCATION
	Abode Systems	210 Vertical Files	10500 Series Laminate Desking	Accommodate	Class-ifi
	Abound Systems	310 Vertical Files	1870 Series Bookcases	Adjustable Task/Lab Stools	Confetti
	Accelerate Systems	510 Vertical Files	34000 Series Desking	Astir Collaborative Work	Revel
	Brigade Pedestals	Brigade Laterals	38000 Series Desking	Build Seating	Roll Call
	Coordinate	Brigade Steel Bookcase	Arrange	Cambia (2150/2160)	SmartLink
	Empower	Brigade Storage Cabinets	Between	Ceres	Storyline
	Flagship Pedestals	Contain	Birk Tables	Cipher	Tangram
	Systems Accessories	Flagship File Centers	Build Tables	Cliq	
	PET Desktop Screens	Flagship Laterals	Concinnity	Cofi	
	Universal Screens	Flagship Storage & Bookcases	Desking & Table Accessories	ComforTask (5900)	
		Fuse	Flock	Convergence - HCT1MM	
		Storage Accessories	Gravitation	Endorse	
		Storage Islands	Height Adjustable	Flexion	
			Hospitality	Flock	
			HPWRMOB1	Grove	
			Huddle	Ignition	
			Laminate Occasional Tables	Ignition 2.0	
			Metro Desking	Invitation (2210)	
			Motivate	Lota (2280)	
			Preside	Mav Single Lounge	
			Scramble Occasional Tables	Motivate	
			Sculpt Tables	Nucleus	
			Valido Laminate Desking	Nucleus Recharge	
			Voi Laminate & Veneer Desking	Park Avenue	
			Workwall	Perpetual	
				Pillow-Soft (2090/2190)	
				Purpose	
				Riley	
				Ruck Wood Café	
				Seating Accessories	
				Skip	
				Solutions Seating (4000)	
				Solve	
				Soothe	
				Volt (5700/5710)	
				West Hill	