



State of Georgia Contract: Furniture, Office, Computer & Educational
 RFX Number: 99999-SPD-0000100

Dock Delivery:

Tier	Total Order at List	Modular Panel Systems & Related Accessories; Modular Task Lighting	Modular Free Standing & Modular Shelving Systems	Case Goods Ready to Use or Assemble Laminate, Steel, Wood & Conference Room Furniture	HON Branded Seating	Value Added Case Goods, Modular, Filing, & Seating	Tier	Total Order at List	Modular Cafeteria Tables, Classroom Furniture, Visual Presentation Systems
1	\$0 - \$124,999	67.1%	55.7%	53.5%	53.5%	55.7%	1	\$0 - \$24,999	53.5%
2	\$125,000 and above	69.2%	66.0%	58.9%	58.9%	58.9%	2	\$25,000 and above	55.7%

Inside Delivery:

Tier	Total Order at List	Modular Panel Systems & Related Accessories; Modular Task Lighting	Modular Free Standing & Modular Shelving Systems	Case Goods Ready to Use or Assemble Laminate, Steel, Wood & Conference Room Furniture	HON Branded Seating	Value Added Case Goods, Modular, Filing, & Seating	Tier	Total Order at List	Modular Cafeteria Tables, Classroom Furniture, Visual Presentation Systems
1	\$0 - \$124,999	66.2%	54.6%	52.4%	52.4%	54.6%	1	\$0 - \$24,999	52.4%
2	\$125,000 and above	68.4%	65.1%	57.9%	57.9%	57.9%	2	\$25,000 and above	54.6%

Delivered & Installed:

Tier	Total Order at List	Modular Panel Systems & Related Accessories; Modular Task Lighting	Modular Free Standing & Modular Shelving Systems	Case Goods Ready to Use or Assemble Laminate, Steel, Wood & Conference Room Furniture	HON Branded Seating	Value Added Case Goods, Modular, Filing, & Seating	Tier	Total Order at List	Modular Cafeteria Tables, Classroom Furniture, Visual Presentation Systems
1	\$0 - \$124,999	64.0%	51.5%	49.2%	49.2%	51.5%	1	\$0 - \$24,999	49.2%
2	\$125,000 and above	66.3%	62.8%	55.1%	55.1%	55.1%	2	\$25,000 and above	51.5%