



NASPO ValuePoint - State of Iowa MA23128 - Discount Matrix

Tier	Total Order at List	Systems & Pedestals	Vertical & Lateral Files, Storage	Tables, Desking, Casegoods	HON Branded Seating
1	\$0 - \$50,000	67.70%	59.60%	55.60%	55.60%
2	\$50,001 - \$150,000	68.70%	61.60%	56.60%	56.60%
3	\$150,001 & Above	68.70%	61.60%	56.60%	56.60%
		Product Series	Product Series	Product Series	Product Series
		Abode Systems Abound Systems Accelerate Systems Brigade Pedestals Empower Flagship Pedestals Systems Accessories PET Desktop Screens Universal Screens	310 Vertical Files 510 Vertical Files Brigade Laterals Brigade Steel Bookcase Brigade Storage Cabinets Contain Flagship File Centers Flagship Laterals Flagship Storage & Bookcases Fuse Storage Accessories Storage Islands	10500 Series Laminate Desking 1870 Series RTA Bookcases 34000 Series Desking 38000 Series Desking Arrange Between Birk Tables Build Tables Concinnity Desking & Table Accessories Flock Gravitation Height Adjustable Hospitality HPWRMOB1 Huddle Laminate Occasional Tables Metro Desking Motivate Preside Scramble Occasional Tables Sculpt Tables Valido Laminate Desking Voi Laminate & Veneer Desking Workwall	Accommodate Adjustable Task/Lab Stools Astir Collaborative Work Build Seating Cambia (2150/2160) Ceres Cipher Cliq Cofi Convergence - HCT1MM Endorse Flexion Flock Gateway Grove High Density Olson Stacker Ignition Ignition 2.0 Invitation (2210) Lota (2280) Mav Single Lounge Motivate Nucleus Nucleus Recharged Park Avenue Perpetual Nesting Chairs Pillow-Soft (2090/2190) Purpose Riley Ruck Seating Accessories Skip SoCo Solutions Seating (4000) Solve Soothe Versant Volt (5700/5710) West Hill

HON NOW™	Systems	Other Product
HON NOW Discount Matrix	63.60%	50.50%