



NASPO ValuePoint - State of Alaska Discount Matrix

Tier	Total Order at List	Systems & Pedestals	Vertical & Lateral Files, Storage	Tables, Desking, Casegoods	HON Branded Seating
1	\$0 - \$50,000	67.50%	59.40%	55.30%	55.30%
2	\$50,001 - \$150,000	68.50%	61.40%	56.30%	56.30%
3	\$150,001 & Above	68.50%	61.40%	56.30%	56.30%
		Product Series	Product Series	Product Series	Product Series
		Abode Systems Abound Systems Accelerate Systems Brigade Pedestals Empower Flagship Pedestals Systems Accessories Healthy Workplace Screens & Stackers PET Desktop Screens	210 Vertical Files 310 Vertical Files 510 Vertical Files Brigade Laterals Brigade Shelf File & Overfiles Brigade Steel Bookcase Brigade Storage Cabinets Contain Flagship File Centers Flagship Laterals Flagship Storage & Bookcases FlameSafe Fire-Resistant Files Fuse Storage Accessories Storage Islands 1870 Series RTA Bookcases	10500 Series Laminate Desking 10700 Series Laminate Desking 34000 Series Desking 38000 Series Desking 94000 Series Laminate Desking Arrange Between Birk Tables Build Makerspace Build Tables Concinnity Desking & Table Accessories Flock Gravitation Height Adjustable Hospitality HPWRMOB1 Huddle Laminate Occasional Tables Mentor Desking Metro Desking Motivate Preside Scramble Occasional Tables Utility Tables Valido Laminate Desking Voi Laminate & Veneer Desking Workwall	Accommodate Adjustable Task/Lab Stools Astir Collaborative Work Build Seating Cambia (2150/2160) Ceres Cliq Cofi ComforTask (5900) Convergence - HCT1MM Endorse Flock Gateway Grove GuestStacker (4030) High Density Olson Stacker (4040) Ignition Ignition 2.0 Invitation (2210) Lota (2280) Mav Single Lounge Merit Seating Motivate Nucleus Nucleus Recharged Park Avenue Perpetual Nesting Chairs Pillow-Soft (2090/2190) Purpose Riley Ruck Seating Accessories Skip Solutions Seating (4000) Solve Soothe Versant Volt (5700/5710) West Hill



NASPO ValuePoint - State of Alaska HON NOW Discount Matrix

Program	Systems	Other Product
HON NOW	63.50%	50.30%
HON NOW +Speed	57.40%	44.20%