



State of Washington NASPO ValuePoint Discount Matrix

Tier	Total Order at List	Systems & Pedestals	Vertical & Lateral Files, Storage	Tables, Desking, Casegoods	HON Branded Seating
1	\$0 - \$50,000	67.60%	59.50%	55.40%	55.40%
2	\$50,001 - \$150,000	68.60%	61.50%	56.50%	56.50%
3	\$150,001 & Above	68.60%	61.50%	56.50%	56.50%
		Product Series	Product Series	Product Series	Product Series
		Abode Systems	310 Vertical Files	10500 Series Laminate Desking	Accommodate
		Abound Systems	510 Vertical Files	1870 Series RTA Bookcases	Adjustable Task/Lab Stools
		Accelerate Systems	Brigade Laterals	34000 Series Desking	Astir Collaborative Work
		Brigade Pedestals	Brigade Steel Bookcase	38000 Series Desking	Build Seating
		Empower	Brigade Storage Cabinets	Arrange	Cambia (2150/2160)
		Flagship Pedestals	Contain	Between	Ceres
		Systems Accessories	Flagship File Centers	Birk Tables	Cipher
		PET Desktop Screens	Flagship Laterals	Build Tables	Cliq
		Universal Screens	Flagship Storage & Bookcases	Concinnity	Cofi
			Fuse	Desking & Table Accessories	Convergence - HCT1MM
			Storage Accessories	Flock	Endorse
			Storage Islands	Gravitation	Flexion
				Height Adjustable	Flock
				Hospitality	Gateway
				HPWRMOB1	Grove
				Huddle	High Density Olson Stacker
				Laminate Occasional Tables	Ignition
				Metro Desking	Ignition 2.0
				Motivate	Invitation (2210)
				Preside	Lota (2280)
				Scramble Occasional Tables	Mav Single Lounge
				Sculpt Tables	Motivate
				Valido Laminate Desking	Nucleus
				Voi Laminate & Veneer Desking	Nucleus Recharged
				Workwall	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

	Systems	Other Product
	63.50%	50.40%