

## NASPO ValuePoint - State of Louisiana Discount Matrix

Product Line	Discount		
Gather, Parallel, Clarity, CoHo, Jetty-Mod, Park, Recharge, Retreat, Townhall Collection, Vicinity (Rock, Wedge, Peak, Summit, Picnic, Cloud), Two Thirds, Vicinity, Gather, Park, Recharge, Townhall Collection (Peak, Picnic), Belong, Rise	54.60%		
Ergo Accessories, LED Lights, Hands-Free Pulls, Hand Sanitizer Solutions	58.40%		
Relate, Seek, Inspire, Access, Mimeo, Lyric, Quip, Evo, Svelte, O6, Pli	60.90%		
Acuity	61.40%		
Aware, Structure	63.20%		
Essentials Storage Towers, Overfiles, Bookcases	65.20%		
Nimble	65.70%		
Essentials Laterals	69.70%		
Align Metal Storage, Raddi	73.20%		
Cadence, Involve, Approach, Essentials Pedestals, Further, Altitude Height Adjustable, Concensys, Optimize, Terrace, Metal/Acrylic Screens, Mural, Daybook, Universal Screens	73.30%		
Further Adaptive Supports	70.80%		
Stride, Gallery Panels, FIT	74.00%		
Gunlocke	<b>Tier 1</b> <b>\$0 to \$50k</b>	<b>Tier 2</b> <b>\$50k to \$150k</b>	<b>Tier 3</b> <b>Over \$150k</b>
	56.60%	58.10%	59.60%
HBF	<b>Tier 1</b> <b>\$0 to \$50k</b>	<b>Tier 2</b> <b>\$50k to \$150k</b>	<b>Tier 3</b> <b>Over \$150k</b>
	45.50%	46.50%	48.00%