

**NASPO ValuePoint - State of New Hampshire - Discount Matrix**

| <b>Product Line</b>   | <b>Discount</b>                      |   |                                     |
|---|--------------------------------------|---|-------------------------------------|
| 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 | 55.10%                               |   |                                     |
| Ergo Accessories, LED Lights, Hands-Free Pulls, Hand Sanitizer Solutions  | 58.80%                               |   |                                     |
| Relate, Seek, Inspire, Access, Mimeo, Lyric, Quip, Evo, Svelte, O6, Pli   | 61.30%                               |   |                                     |
| Acuity  | 61.80%                               |   |                                     |
| Aware, Structure  | 63.60%                               |   |                                     |
| Essentials Storage Towers, Overfiles, Bookcases   | 65.50%                               |   |                                     |
| Nimble  | 66.00%                               |   |                                     |
| Essentials Laterals   | 70.00%                               |   |                                     |
| Align Metal Storage, Radii  | 73.50%                               |   |                                     |
| Cadence, Involve, Approach, Essentials Pedestals, Further, Altitude Height Adjustable, Concensys, Optimize, Terrace, Metal/Acrylic Screens, Mural, Daybook, Universal Screens   | 73.60%                               |   |                                     |
| Further Adaptive Supports   | 71.10%                               |   |                                     |
| Stride, Gallery Panels, FIT   | 74.30%                               |   |                                     |
| Gunlocke  | <b>Tier 1</b><br><b>\$0 to \$50k</b> | <b>Tier 2</b><br><b>\$50k to \$150k</b> | <b>Tier 3</b><br><b>Over \$150k</b> |
|   | 57.00%                               | 58.50%                                  | 60.00%                              |
| HBF   | <b>Tier 1</b><br><b>\$0 to \$50k</b> | <b>Tier 2</b><br><b>\$50k to \$150k</b> | <b>Tier 3</b><br><b>Over \$150k</b> |
|   | 46.00%                               | 47.00%                                  | 48.50%                              |
| * Aspect & Beyond Architectural Products  | <b>Tier 1</b><br><b>\$0 to \$50k</b> | <b>Tier 2</b><br><b>\$50k to \$150k</b> | <b>Tier 3</b><br><b>Over \$150k</b> |
|   | 56.30%                               | 57.50%                                  | 59.40%                              |

