

Attachment C – Pricing Information

A. Product Lines and Discount Percentages

Category #1: Office Seating and Accessories

Brand	Product Line(s) Offered	Collection (If applicable)	Price Tier 1 Minimum Percentage Discount Less than or equal to \$50k	Price Tier 2 Minimum Percentage Discount Over \$50k to \$150k	Price Tier 3 Minimum Percentage Discount Over \$150k
AIS	LB Lounge	Seating	62.00%	62.00%	62.00%
AIS	Chatham Cove	Seating	62.00%	62.00%	62.00%
AIS	Volker	Seating	62.00%	62.00%	62.00%
Haworth	Tilt (Very)	Seating	55.00%	55.00%	57.00%
Haworth	Zody	Seating	55.00%	55.00%	57.00%
Haworth	Very Task	Seating	55.00%	55.00%	57.00%
Haworth	Very Side	Seating	55.00%	55.00%	57.00%
Haworth	Fern	Seating	50.00%	50.00%	52.00%
Haworth	Soji	Seating	50.00%	50.00%	52.00%
Haworth	Veda	Seating	55.00%	55.00%	57.00%
Haworth	Maari	Seating	54.00%	54.00%	56.00%
Haworth	X99	Seating	60.00%	60.00%	62.00%
Haworth	Lotus	Seating	15.00%	15.00%	15.00%
Haworth	Poppy	Seating	53.00%	53.00%	55.00%
Haworth	Improv HE	Seating	63.00%	63.00%	65.00%
Haworth	Soji XL	Seating	50.00%	50.00%	52.00%
Haworth	Bowi	Seating	50.00%	50.00%	52.00%
Haworth	Breck	Seating	55.00%	55.00%	57.00%

Category #2: Lounge and Public Seating and Accessories

Brand	Product Line(s) Offered	Collection (If applicable)	Price Tier 1 Minimum Percentage Discount Less than or equal to \$50k	Price Tier 2 Minimum Percentage Discount Over \$50k to \$150k	Price Tier 3 Minimum Percentage Discount Over \$150k
AIS	LB Lounge	Seating	62.00%	62.00%	62.00%
AIS	Chatham Cove	Seating	62.00%	62.00%	62.00%
AIS	Volker	Seating	62.00%	62.00%	62.00%
AIS	Bryce	Lounge Seating	54.00%	54.00%	56.00%
AIS	Seaboard	Lounge and Dining Seating	54.00%	54.00%	56.00%
AIS	Cascades	Seating	54.00%	54.00%	56.00%
AIS	Mesa	Stacking Seating	54.00%	54.00%	56.00%
Haworth	Hello	Seating	53.00%	53.00%	55.00%
Haworth	M_Sit	Seating	41.00%	41.00%	41.00%
Haworth	Wyn	Seating	53.00%	53.00%	55.00%

Haworth	Harbor	Harbor	53.00%	53.00%	55.00%
Haworth	ToDo	ToDo	53.00%	53.00%	55.00%
Haworth	Cabana	Cabana	53.00%	53.00%	55.00%
Haworth	Window Seat	Window	41.00%	41.00%	41.00%
Haworth	Openest Feather	Openest	53.00%	53.00%	55.00%
Haworth	Lyda	Lyda	41.00%	41.00%	41.00%
Haworth	Resonate	Resonate	53.00%	53.00%	55.00%
Haworth	Openest Chick Pouf	Openest	53.00%	53.00%	55.00%
Haworth	Riverbend	Riverbend	53.00%	53.00%	55.00%
Haworth	Pebble	Pebble	53.00%	53.00%	55.00%
Haworth	Poppy Lounge	Poppy	53.00%	53.00%	55.00%
Haworth	Atwell	Atwell	57.20%	57.20%	57.20%
Haworth	Conover	Wood & Metal	57.20%	57.20%	57.20%
Haworth	Maari	Maari	54.00%	54.00%	56.00%
Haworth	Very Side	Very	55.00%	55.00%	57.00%
Haworth	X99 Seminar	X99	60.00%	60.00%	62.00%
Haworth	HHE Saluda	HHE	57.20%	57.20%	57.20%
Haworth	Very Wire	Very	55.00%	55.00%	57.00%
Haworth	Very Seminar	Very	55.00%	55.00%	57.00%

Haworth	Improv Side	Improv	63.00%	63.00%	65.00%
Haworth	X99 Side	X99	60.00%	60.00%	62.00%
Haworth	Resonate Chair	Resonate	53.00%	53.00%	55.00%
Haworth	K700	K Seating	41.00%	41.00%	41.00%

Haworth	Zody Side	Zody	55.00%	55.00%	57.00%
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Haworth	Very Side Stool	Very	55.00%	55.00%	57.00%
Haworth	Tilt(Very)	Very	55.00%	55.00%	57.00%
Haworth	Candor	Candor	55.00%	55.00%	57.00%
Haworth	Hello Side	Hello	53.00%	53.00%	55.00%
Haworth	Composite Stool	Composite	53.00%	53.00%	55.00%
Haworth	Forenze	Forenze	53.00%	53.00%	55.00%
Haworth	Composite Guest	Composite	53.00%	53.00%	55.00%

Category #3: Desks and Tables and Accessories

Brand	Product Line(s) Offered	Collection (If applicable)	Price Tier 1 Minimum Percentage Discount Less than or equal to \$50k	Price Tier 2 Minimum Percentage Discount Over \$50k to \$150k	Price Tier 3 Minimum Percentage Discount Over \$150k
AIS	Calibrate Series	Casegoods	74.50%	79.00%	81.00%
AIS	Calibrate Countdown	Casegoods	74.50%	79.00%	81.00%
AIS	Entire offering	Tables	74.50%	79.00%	81.00%
AIS	Oxygen	Beam & Benching/Desking	74.50%	79.00%	81.00%
AIS	Aloft	Beam & Benching/Desking	74.50%	79.00%	81.00%
AIS	PowerBeam	Beam & Benching/Desking	74.50%	79.00%	81.00%
AIS	Calibrate Community	Beam & Benching/Desking	74.50%	79.00%	81.00%
AIS	Support & Storage	Universal	74.50%	79.00%	81.00%
AIS	Screens	Universal	74.50%	79.00%	81.00%
AIS	Worksurfaces	Universal	74.50%	79.00%	81.00%
AIS	Accessories	Universal	74.50%	79.00%	81.00%
AIS	Cascades	Tables	54.00%	54.00%	56.00%
AIS	Delago	Tables	54.00%	54.00%	56.00%
Haworth	Pip	Pip	53.00%	53.00%	55.00%
Haworth	Cultivate	Cultivate	58.00%	58.00%	60.00%
Haworth	Immerse	Immerse	58.00%	58.00%	60.00%
Haworth	Hop	Hop Series	50.00%	50.00%	52.00%
Haworth	Jump	Jump	50.00%	50.00%	52.00%
Haworth	Jive	Jive Series	50.00%	50.00%	52.00%
Haworth	Swivel	Tables & Benching	50.00%	50.00%	52.00%
Haworth	Patterns	Tables & Benching	53.00%	53.00%	55.00%
Haworth	Upside	Upside Series	58.00%	58.00%	60.00%
Haworth	Planes HAT, Hoop	Planes	58.00%	58.00%	60.00%
Haworth	Planes Fixed Tables	Planes	58.00%	58.00%	60.00%
Haworth	Masters	Masters Collection	53.00%	53.00%	55.00%
Haworth	Executive Wood Tables	Tables & Benching	53.00%	53.00%	55.00%
Haworth	X Series Desks	X Series	63.00%	63.00%	65.00%

Category #4: Panel Systems and Accessories

Brand	Product Line(s) Offered	Collection (If applicable)	Price Tier 1 Minimum Percentage Discount Less than or equal to \$50k	Price Tier 2 Minimum Percentage Discount Over \$50k to \$150k	Price Tier 3 Minimum Percentage Discount Over \$150k
AIS	Divi	Systems	74.50%	79.00%	81.00%
AIS	Matrix	Systems	74.50%	79.00%	81.00%
AIS	AO2	Systems	74.50%	79.00%	81.00%
AIS	MWall	Systems	74.50%	79.00%	81.00%
AIS	Divi Fast Track	Systems	76.00%	81.00%	83.00%
AIS	Support & Storage	Universal	74.50%	79.00%	81.00%
AIS	Screens	Universal	74.50%	79.00%	81.00%
AIS	Worksurfaces	Universal	74.50%	79.00%	81.00%
AIS	Accessories	Universal	74.50%	79.00%	81.00%
Haworth	UniGroup Systems	UniGroup	71.00%	71.00%	73.00%
Haworth	UniGroup Too Panels	UniGroup	71.00%	71.00%	73.00%
Haworth	Compose	Compose	68.00%	68.00%	70.00%
Haworth	Adaptable Components	Systems	71.00%	71.00%	73.00%
Haworth	Echo	Echo	53.00%	53.00%	55.00%
Haworth	Intuity	Intuity	53.00%	53.00%	55.00%
Haworth	Active Components	Active	53.00%	53.00%	55.00%
Haworth	Belong & Jumpstuff Work Tools	Systems	48.75%	48.75%	50.75%
Haworth	Belong Screens	Belong	48.75%	48.75%	50.75%
Haworth	Belong Monitor Arms	Belong	48.75%	48.75%	50.75%
Haworth	Pablo Lighting	Pablo	15%	15%	15%

Category #5: Storage and Accessories

Brand	Product Line(s) Offered	Collection (If applicable)	Price Tier 1 Minimum Percentage Discount Less than or equal to \$50k	Price Tier 2 Minimum Percentage Discount Over \$50k to \$150k	Price Tier 3 Minimum Percentage Discount Over \$150k
AIS	Support & Storage	Universal	74.50%	79.00%	80.00%
AIS	L-Series Bookcases & Storage	Universal	65.00%	65.00%	65.00%

AIS	Cabinets and Storage	Cabinets and Storage	69.00%	69.00%	71.00%
Haworth	A Series	A Series	53.00%	53.00%	55.00%

Haworth	Beside	Beside	63.00%	63.00%	65.00%
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Haworth	Behold	Behold	53.00%	53.00%	55.00%
Haworth	X Series Files	X Series	63.00%	63.00%	65.00%
Haworth	X Series Towers & Lockers	X Series	63.00%	63.00%	65.00%
Haworth	X Series Peds	X Series	63.00%	63.00%	65.00%
Haworth	V Series Files/Peds	V Series	63.00%	63.00%	65.00%

Category #6: Architectural Products and Accessories

Brand	Product Line(s) Offered	Price Tier 1 Minimum Percentage Discount Less than or equal to \$50k	Price Tier 2 Minimum Percentage Discount Over \$50k to \$150k	Price Tier 3 Minimum Percentage Discount Over \$150k
Haworth	Enclose	55.00%	55.00%	57.00%
Haworth	Pergola	51.50%	51.50%	53.50%
Haworth	Trivati	55.00%	55.00%	57.00%
Haworth	Glass	55.00%	55.00%	57.00%
Haworth	4SPACE Walls Front	55.00%	55.00%	57.00%
Haworth	Ergotron	47.50%	47.50%	49.50%
Haworth	Hush	51.5%	51.5%	53.5%

B. Additional Discounting: Additional discounting is negotiable on orders that exceed \$150,000.00.

C. Price Lists:

To access the price lists, please use the links on the following page: