

COMMUNITY ALLIES ALIGN

GovMVM brings a national approach to cooperative purchasing, helping public agencies work smarter together to achieve greater value and efficiency. By aligning the needs of agencies across the country, GovMVM enables access to vetted products and services while supporting responsible use of public funds.

Guided by a focus on quality over scale, GovMVM emphasizes dependable service, strong compliance practices, and thoughtful contract solutions. Their commitment to being responsive and building trusted relationships makes them an ideal partner for HON, an industry leader serving government, education, healthcare, and workplace environments.

HON®

GOVERNMENT

MAKE YOUR SPACE WORK.®





ROOTED IN TRANSPARENCY

Together, we're helping combine the purchasing power of public agencies across all 50 states into government contracts that are competitively solicited, evaluated, and awarded by a public agency, not a third-party organization. This approach ensures both integrity in the process and confidence in the outcome.

Through this partnership, agencies gain access to HON's high-quality, durable furnishings designed to perform in demanding environments and deliver long-term value. Backed by a shared commitment to trust, accountability, and community, HON and GovMVMt continue to support public spaces with solutions that are built to last.

DROPSHIP DISCOUNTING

Tier	Total Order at List	Systems & Pedestals	Vertical Files, Lateral Files, and Storage	Desks, Caseworks, Tables, and HON Seating	HON Product Limited 5-Year Warranty	Education	Soothe®
1	\$0-\$25,000	64.7%	55.4%	53.3%	55.3%	53.3%	51.3%
2	\$25,001-\$75,000	65.7%	56.4%	55.0%	56.4%	55.0%	52.3%
3	\$75,001+	67.9%	63.7%	59.6%	58.5%	56.5%	54.5%

INSIDE DELIVERY DISCOUNTING

Tier	Total Order at List	Systems & Pedestals	Vertical Files, Lateral Files, and Storage	Desks, Caseworks, Tables, and HON Seating	HON Product Limited 5-Year Warranty	Education	Soothe®
1	\$0-\$25,000	61.7%	51.7%	49.4%	51.5%	49.9%	47.2%
2	\$25,001-\$75,000	62.8%	52.7%	51.2%	52.7%	51.2%	48.3%
3	\$75,001+	63.9%	59.1%	54.5%	53.3%	51.2%	48.8%

DELIVERED/INSTALLED DISCOUNTING

Tier	Total Order at List	Systems & Pedestals	Vertical Files, Lateral Files, and Storage	Desks, Caseworks, Tables, and HON Seating	HON Product Limited 5-Year Warranty	Education	Soothe®
1	\$0-\$25,000	58.2%	47.2%	44.7%	47.1%	44.7%	42.4%
2	\$25,001-\$75,000	59.4%	48.4%	46.7%	48.4%	46.7%	43.5%
3	\$75,001+	60.5%	55.4%	50.3%	49.0%	46.7%	44.1%



HON NOW™

	Systems	Other Products
DROPSHIP DISCOUNTING	64.7%	51.1%
INSIDE DELIVERY DISCOUNTING	61.7%	47.0%
DELIVERED/INSTALLED DISCOUNTING	58.2%	42.1%

Please contact HON Government Customer Support with any questions.

Phone: **800.466.8694**

Email: governmentsupport@hniworkplacefurnishings.com

For more information, visit [hon.com](https://www.hon.com)

HON.

The HON Company
Muscatine, IA 52761
800.833.3964 | Check out [hon.com](https://www.hon.com)

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