

Dropship Discounting

Tier	Total Order at List	Systems & Pedestals	Vertical & Lateral Files, Storage	Tables, Desking, Casegoods	HON Branded Seating	HON 5 Year Warranty	Education
1	\$ 0 - \$25,000	64.7%	55.4%	53.3%	53.3%	55.3%	53.3%
2	\$25,001 - \$75,000	65.7%	56.4%	55.0%	55.0%	56.4%	55.0%
3	\$75,001 +	67.9%	63.7%	59.6%	59.6%	58.5%	56.5%

Product Series	Product Series	Product Series	Product Series	Product Series	Class-ifi
Abode Systems	310 Vertical Files	10500 Series Laminate Desking	Accommodate	400 Series	Class-ifi
Abound Systems	510 Vertical Files	1870 Series Laminate Bookcases	Adjustable Task/Lab Stools	Crio	Confetti
Accelerate Systems	Brigade Laterals	34000 Series Desking	Altern	Desktop Riser HBXRISER	Revel
Brigade Pedestals	Brigade Steel Bookcase	38000 Series Desking	Astir Collaborative Work	Hand Sanitizer Station	Roll Call
Coordinate	Brigade Storage Cabinets	Arrange	Brim	Hands Free Arm & Foot Pulls	SmartLink
Empower	Contain	Between	Build Seating	HBTMS - Wire Mgmt Strips	Storyline
Flagship Pedestals	Flagship File Centers	Birk Tables	Cambia (2150/2160)	HVL108 - Define	Tangram
PET Desktop Screens	Flagship Laterals	Build Makerspace	Cipher	HVL151 - Executive Chair	
Power Modules	Flagship Storage & Bookcases	Build Tables	Cliq	HVL402 - Executive Chair	
Systems Accessories	Fuse	Concinnity	Cofi	HVL601 - Executive Chair	
Universal Screens	Storage Accessories	Coze (5 Year Warranty)	Confer	HVL712 - Wave	
Wire Management	Storage Islands	Desking & Table Accessories	Convergence - HCT1MM	Parkwyn	
		Field Trip	Endorse	Prominent	
		Flock	Etch	Scatter	
		Gravitation	Flexion	Torch	
		Height Adjustable	Flock	Unika Vaev	
		Hospitality	Grove	Verse	
		Huddle	High Density Olson Stacker(4040)	Wave	
		Laminate Occasional Tables	Ignition	Workplace Tools - Chair Mats	
		Metro Desking	Ignition 2.0		
		MOD Desking (5 Year Warranty)	Lota (2280)		
		Motivate	Mav Single Lounge		
		Preside	Motivate		
		Scramble Occasional Tables	Nucleus		
		Sculpt Tables	Nucleus Recharged		
		Valido Laminate Desking	Perpetual		
		Vesta Mobile Power Station	Pillow-Soft (2090/2190)		
		HPWRMOB1	Ruck Wood Café		
		Voi Laminate & Veneer Desking	Seating Accessories		
		Workwall	Skip		
			SoCo		
			Solve		
			Soothe		
			Volt (5700/5710)		
			West Hill		

HON NOW™		
HON NOW Discount Matrix		
Program	Systems	Other Product
HON NOW - Dropship	64.70%	51.10%



Service	Charge
Installation	Basic Installation/Reconfiguration will be a minimum of \$90 per hour with a not to exceed maximum charge of \$150 per hour. **Standard Business Hours (8:00 am - 5:00 pm), Monday – Friday, dock door access and site free and clear for installation
Non Standard Installation	Expanded Installation/Reconfiguration will be a minimum of \$100 per hour with a not to exceed maximum charge of \$350 per hour. **Non-Standard Business Hours Monday – Friday, weekends and holidays. Expanded installation also includes, but is not limited to, sites 60 miles over main dealer warehouse, prevailing wage, union labor and major metropolitan areas.
Minimum Installation	Minimum of \$200 per order may apply
Design	Design Services will be a minimum of \$85 per hour with a not to exceed maximum charge of \$125 per hour.
Project Management	Project Management will be a minimum of \$80 per hour with a not to exceed maximum charge of \$200 per hour.
Storage	Not to Exceed \$5/sq ft/month after 30 days