

# HON

**Make your space work®**



**GOVMVMT Purchasing  
Cooperative**

Contract Number # 5111-1  
Lead Agency: Virginia Beach City Public Schools  
December 15, 2022 - December 14, 2027



## Community Allies Align

GOVMVMT—a public-focused program centered on providing dependable services to state, local, and nonprofit agencies to foster cooperative purchasing processes—is dedicated to the country’s highest procurement and ethical standards. With a powerful foundation built on quality, reliability, and inclusivity, GOVMVMT’s steadfast support of community and regard for trusted relationships made the organization an ideal partnership for HON, an industry leader for government, education, healthcare, and workplace furnishings.



## Rooted in Transparency

Together, we're helping combine the purchasing power of public agencies from all 50 states into government contracts that will remain competitively solicited, evaluated, and awarded by a tangible public agency—not a third-party organization. Our shared mission—combined with our joint confidence and belief in people and community—will continue to reinforce HON and GOVMVT's commitment to creating credible, collaborative cooperatives across the country for years to come.

### Dropship Discounting

TIER	Total Order at List	Systems & Pedestals	Vertical & Lateral Files, Storage	Tables, Desks, Casegoods and HON Seating	HON Product Limited 5-Year Warranty*	Education	Soothe High Back Patient Chair
1	\$0-\$25,000	64.7%	55.4%	53.3%	53.3%	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 & Lateral Files, Storage	Tables, Desks, Casegoods and HON Seating	HON Product Limited 5-Year Warranty*	Education	Soothe High Back Patient Chair
1	\$0-\$25,000	61.7%	51.7%	49.4%	51.5%	53.3%	49.4%
2	\$25,001-\$75,000	62.8%	52.7%	51.2%	52.7%	55.0%	51.2%
3	\$75,001+	63.9%	59.1%	54.5%	53.3%	56.5%	51.0%

### Delivered/Installed Discounting

TIER	Total Order at List	Systems & Pedestals	Vertical & Lateral Files, Storage	Tables, Desks, Casegoods and HON Seating	HON Product Limited 5-Year Warranty*	Education	Soothe High Back Patient Chair
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%	46.5%	44.1%



**Product Series**

Systems & Pedestals	Abode Systems, Abound Systems, Accelerate Systems, Brigade Pedestals, Empower, Flagship Pedestals, Systems Accessories, Healthy Workplace Screens & Stackers
Vertical & Lateral Files, Storage	210 Vertical Files, 310 Vertical Files, 510 Vertical Files, Brigade Laterals, Brigade Shelf File & Overfiles, Brigade Steel Bookcase, Brigade Storage Cabinets, Contain, Flagship File Centers, Flagship Laterals, Flagship Storage & Bookcases, Fuse, Storage Accessories, Storage Islands
Tables, Desking, Caseworks, HON Seating	10500 Series Laminate Desking, 10700 Series Laminate Desking, 34000 Series Desking, 38000 Series Desking, 94000 Series Laminate Desking, Arrange, Between, Birk Tables, Build Makerspace, Build Tables, Concinnity, Flock, Gravitation, Hospitality, Huddle, Mentor Desking, Metro Desking, Motivate, Preside, Scramble Occasional Tables, Utility Tables, Valido Laminate Desking, Voi Laminate & Veneer Desking, Workwall, Accommodate, Astir Collaborative Work, Cambia (2150/2160), Ceres, Cipher, Cliq, Cofi, ComforTask (5900), Convergence - HCT1MM, Endorse, Flock, Gateway, Grove, GuestStacker (4030), High Density Olson Stacker (4040), Ignition, Ignition 2.0, Invitation (2210), Mav Single Lounge, Merit Seating, Motivate, Nucleus, Pagoda (4070), Park Avenue, Perpetual, Pillow-Soft (2090/2190), Ruck Wood Café, Skip, Solutions Seating (4000), Solve, Soothe, Versant, Volt (5720), West Hill
HON Product Limited 5-Year Warranty	Coordinate Height Adjustable Bases, HVL712
Education	Revel, SmartLink, Tangram
Soothe High-Back Patient Chair	Soothe

	HON NOW	HON NOW + Speed
Dropship Discounting	Systems: 64.70% Other Product: 51.10%	Systems: 58.30% Other Product: 44.50%
Inside Delivery Discounting	Systems: 61.70% Other Product: 47.00%	Systems: 54.80% Other Product: 39.80%
Delivered/Installed Discounting	Systems: 58.20% Other Product: 42.10%	Systems: 50.60% Other Product: 34.30%

Most products are Registered or Trademarked, to see the full list visit [hon.com/protectedmarks](https://hon.com/protectedmarks)

Please contact HON Government Customer Support with any questions.

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



**Make your space work<sup>®</sup>**

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