

NASPO ValuePoint Master Contract Discount Matrix -- Allsteel Inc.

January 2018

Systems	Order Size at List		
	Under \$50,000	\$50,000 to \$150,000	Over \$150,000
Monolithic Detail			
Concensys, Optimize, Terrace	73.6%	73.6%	73.6%
Frame and Tile Detail			
Terrace, Further	73.6%	73.6%	73.6%
Stride	74.3%	74.3%	74.3%

Desks and Tables	Order Size at List		
	Under \$50,000	\$50,000 to \$150,000	Over \$150,000
Desks Detail			
Cadence, Involve, Approach	73.6%	73.6%	73.6%
Stride Desking & Painted Wood	74.3%	74.3%	74.3%
Align Wood, Ergo Accessories, LED Lights	58.8%	58.8%	58.8%
Gunlocke: Trio, Medley, Silea Private Office, Credentials, Briefing, Converge	57.0%	58.5%	60.0%
Tables Detail			
Merge, Aware	63.6%	63.6%	63.6%
Gather	55.1%	55.1%	55.1%
Gunlocke: Trio, Medley, Silea Private Office, Credentials, Briefing, Converge	57.0%	58.5%	60.0%
Gunlocke: Letchworth, Saranac	57.0%	58.5%	60.0%
HBF: LOGICmeet, Costa, Linea, Parker, Occasional Tables	46.0%	47.0%	48.5%

Filing, Metal Storage & Wooden Casegoods	Order Size at List		
	Under \$50,000	\$50,000 to \$150,000	Over \$150,000
Metal Filing and Storage Cabinet Detail			
Essentials Pedestals	73.6%	73.6%	73.6%
Essentials Storage Towers, Overfiles, Bookcases	65.5%	65.5%	65.5%
Essentials Laterals	70.0%	70.0%	70.0%
Align Metal Storage	73.5%	73.5%	73.5%
Wooden Filing and Storage Cabinet Detail			
Align Wood, Ergo Accessories, LED Lights	58.8%	58.8%	58.8%
Involve	73.6%	73.6%	73.6%
Gunlocke: Trio, Medley, Silea Private Office, Credentials	57.0%	58.5%	60.0%

Seating	Order Size at List		
	Under \$50,000	\$50,000 to \$150,000	Over \$150,000
Seating Detail			
Trooper, Tolleson, Nimble	66.0%	66.0%	66.0%
Relate, Seek, Inspire, Sum, Access, Mimeo, Lyric, Quip, Evo	61.3%	61.3%	61.3%
#19, Acuity	61.8%	61.8%	61.8%
Scout	64.0%	64.0%	64.0%
Gather, Parallel, Clarity	55.1%	55.1%	55.1%
Gunlocke: Attract, Avoca, Bank of England, Calm, Calia, Camille, Ciji, Convo	57.0%	58.5%	60.0%
Gunlocke: Edition, Fitzgerald, Genesee, Iris, Lily, Mara, Metta, Molt, New Yorker	57.0%	58.5%	60.0%
Gunlocke: Olla, Roundabout, Savor, Stretto, Tia, Urbana, Washington	57.0%	58.5%	60.0%
HBF: Andaz, ASA, Bianco, Bolano, Brentwood, C Collection, Cadre, Camden	46.0%	47.0%	48.5%
HBF: Carlyle, Carmel, Charlie, Charlotte, Cheval, Chill III, Conexus, Corfino	46.0%	47.0%	48.5%
HBF: Cortona, Détente, Dialogue, Dove, Duna, Encircle, Esplande, Fine Line	46.0%	47.0%	48.5%
HBF: Florence, Karina, Linea, Mode, MV9, Nest, November, Perfect Pitch, Salon	46.0%	47.0%	48.5%
HBF: Scoop, Siena, Ski, Solace, Trestle, Triscapa, Tryon, Wedge, Westwood	46.0%	47.0%	48.5%