

Attachment C – Pricing Information

A. Product Lines and Discount Percentages

Category #1: Office Seating and Accessories

| Brand           | Product Line(s) Offered           | Price Tier 1 Minimum<br>Percentage Discount<br>Less than or equal to \$50k | Price Tier 2 Minimum<br>Percentage Discount<br>Over \$50k to \$150k | Price Tier 3 Minimum<br>Percentage Discount<br>Over \$150k |
|-----------------|-----------------------------------|----------------------------------------------------------------------------|---------------------------------------------------------------------|------------------------------------------------------------|
| The HON Company | Accomodate                        | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Adjustable Task/Lab Stools        | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Build Seating                     | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Ceres                             | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Cliq                              | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Cofi                              | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | ComforTask (5900)                 | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Convergence - HCT1MM              | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Endorse                           | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Gateway                           | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | GuestStacker (4030)               | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | High Density Olson Stacker (4040) | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Ignition                          | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Ignition 2.0                      | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Lota (2280)                       | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Merit Seating                     | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Motivate                          | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Nucleus                           | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Nucleus Recharged                 | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Park Avenue                       | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Perpetual Nesting Chairs          | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Pillow-Soft (2090/2190)           | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Purpose                           | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Riley                             | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Ruck                              | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Seating Accessories               | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |

|                 |                          |        |        |        |
|-----------------|--------------------------|--------|--------|--------|
| The HON Company | Solutions Seating (4000) | 56.00% | 57.00% | 57.00% |
| The HON Company | Solve                    | 56.00% | 57.00% | 57.00% |
| The HON Company | Volt (5700/5710)         | 56.00% | 57.00% | 57.00% |

Category #2: Lounge and Public Seating and Accessories

| Brand           | Product Line(s) Offered  | Price Tier 1 Minimum<br>Percentage Discount<br>Less than or equal to \$50k | Price Tier 2 Minimum<br>Percentage Discount<br>Over \$50k to \$150k | Price Tier 3 Minimum<br>Percentage Discount<br>Over \$150k |
|-----------------|--------------------------|----------------------------------------------------------------------------|---------------------------------------------------------------------|------------------------------------------------------------|
| The HON Company | Astir Collaborative Work | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Flock                    | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Grove                    | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Invitation (2210)        | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Mav Single Lounge        | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Skip                     | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Soothe                   | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Versant                  | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | West Hill                | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Cambia (2150/2160)       | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |

Category #3: Desks and Tables and Accessories

| Brand           | Product Line(s) Offered       | Price Tier 1 Minimum<br>Percentage Discount<br>Less than or equal to \$50k | Price Tier 2 Minimum<br>Percentage Discount<br>Over \$50k to \$150k | Price Tier 3 Minimum<br>Percentage Discount<br>Over \$150k |
|-----------------|-------------------------------|----------------------------------------------------------------------------|---------------------------------------------------------------------|------------------------------------------------------------|
| The HON Company | 10500 Series Laminate Desking | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | 10700 Series Laminate Desking | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | 34000 Series Desking          | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | 38000 Series Desking          | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | 94000 Series Laminate Desking | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Arrange                       | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Between                       | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Birk Tables                   | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Build Makerspace              | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Build Tables                  | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |
| The HON Company | Concinnity                    | 56.00%                                                                     | 57.00%                                                              | 57.00%                                                     |

|                 |                               |        |        |        |
|-----------------|-------------------------------|--------|--------|--------|
| The HON Company | Desking & Table Accessories   | 56.00% | 57.00% | 57.00% |
| The HON Company | Flock                         | 56.00% | 57.00% | 57.00% |
| The HON Company | Gravitation                   | 56.00% | 57.00% | 57.00% |
| The HON Company | Height Adjustable             | 56.00% | 57.00% | 57.00% |
| The HON Company | Hospitality                   | 56.00% | 57.00% | 57.00% |
| The HON Company | HPWRMOB1                      | 56.00% | 57.00% | 57.00% |
| The HON Company | Huddle                        | 56.00% | 57.00% | 57.00% |
| The HON Company | Laminate Occasional Tables    | 56.00% | 57.00% | 57.00% |
| The HON Company | Mentor Desking                | 56.00% | 57.00% | 57.00% |
| The HON Company | Metro Desking                 | 56.00% | 57.00% | 57.00% |
| The HON Company | Motivate                      | 56.00% | 57.00% | 57.00% |
| The HON Company | Preside                       | 56.00% | 57.00% | 57.00% |
| The HON Company | Scramble Occasional Tables    | 56.00% | 57.00% | 57.00% |
| The HON Company | Utility Tables                | 56.00% | 57.00% | 57.00% |
| The HON Company | Valido Laminate Desking       | 56.00% | 57.00% | 57.00% |
| The HON Company | Voi Laminate & Veneer Desking | 56.00% | 57.00% | 57.00% |
| The HON Company | Workwall                      | 56.00% | 57.00% | 57.00% |

Category #4: Panel Systems and Accessories

| Brand           | Product Line(s) Offered              | Price Tier 1 Minimum<br>Percentage Discount<br>Less than or equal to \$50k | Price Tier 2 Minimum<br>Percentage Discount<br>Over \$50k to \$150k | Price Tier 3 Minimum<br>Percentage Discount<br>Over \$150k |
|-----------------|--------------------------------------|----------------------------------------------------------------------------|---------------------------------------------------------------------|------------------------------------------------------------|
| The HON Company | Abode Systems                        | 68.00%                                                                     | 69.00%                                                              | 69.00%                                                     |
| The HON Company | Abound Systems                       | 68.00%                                                                     | 69.00%                                                              | 69.00%                                                     |
| The HON Company | Accelerate Systems                   | 68.00%                                                                     | 69.00%                                                              | 69.00%                                                     |
| The HON Company | Brigade Pedestals                    | 68.00%                                                                     | 69.00%                                                              | 69.00%                                                     |
| The HON Company | Empower                              | 68.00%                                                                     | 69.00%                                                              | 69.00%                                                     |
| The HON Company | Flagship Pedestals                   | 68.00%                                                                     | 69.00%                                                              | 69.00%                                                     |
| The HON Company | Systems Accessories                  | 68.00%                                                                     | 69.00%                                                              | 69.00%                                                     |
| The HON Company | Healthy Workplace Screens & Stackers | 68.00%                                                                     | 69.00%                                                              | 69.00%                                                     |
| The HON Company | PET Desktop Screens                  | 68.00%                                                                     | 69.00%                                                              | 69.00%                                                     |

Category #5: Storage 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 |
|-----------------|--------------------------------|----------------------------------------------------------------------|---------------------------------------------------------------|------------------------------------------------------|
| The HON Company | 210 Vertical Files             | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | 310 Vertical Files             | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | 510 Vertical Files             | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | Brigade Laterals               | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | Brigade Shelf File & Overfiles | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | Brigade Steel Bookcase         | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | Brigade Storage Cabinets       | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | Contain                        | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | Flagship File Centers          | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | Flagship Laterals              | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | Flagship Storage & Bookcases   | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | FlameSafe Fire-Resistant Files | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | Fuse                           | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | Storage Accessories            | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | Storage Islands                | 60.00%                                                               | 62.00%                                                        | 62.00%                                               |
| The HON Company | 1870 Series RTA Bookcases      | 56.00%                                                               | 57.00%                                                        | 57.00%                                               |

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 following link:

<https://www.hon.com/industry/government/state-utah>

Workspaces:

<https://res.cloudinary.com/hni-corporation/image/upload/v1651158028/HON/Marketing%20Resources/hon.com/Files/HON-May-2022-Workspaces-Pricer.pdf>

Shared Spaces:

<https://res.cloudinary.com/hni-corporation/image/upload/v1651157898/HON/Marketing%20Resources/hon.com/Files/HON-May-2022-Shared-Spaces-Pricer.pdf>