

## Attachment C - Product Lines and Discount Percentages

### A. Product Lines and Discount Percentages

#### Category #1: Office Seating 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
Allsteel	Nimble	66.00%	66.00%	66.00%
Allsteel	Relate, Seek, Inspire, Access, Mimeo, Lyric, Quip, Evo, Svelte	61.30%	61.30%	61.30%
Allsteel	Acuity	61.80%	61.80%	61.80%
Gunlocke	Gunlocke Seating	57.00%	58.50%	60.00%
HBF	HBF Seating	46.00%	47.00%	48.50%

#### Category #2: Lounge and Public Seating 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
Allsteel	Gather, Parallel, Clarity, CoHo, Jetty- Mod, Park, Recharge, Retreat, Townhall Collection, Vicinity (Rock, Wedge, Peak, Summit, Picnic, Cloud), Two Thirds, Vicinity	55.10%	55.10%	55.10%
Gunlocke	Gunlocke Seating	57.00%	58.50%	60.00%
HBF	HBF Seating	46.00%	47.00%	48.50%

#### Category #3: Desks and Tables 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
Allsteel	Cadence, Involve, Approach	73.60%	73.60%	73.60%
Allsteel	Stride Desking	74.30%	74.30%	74.30%
Allsteel	Ergo Accessories, LED Lights, Hands- Free Pulls, Hand Sanitizer Solutions	58.80%	58.80%	58.80%
Gunlocke	Gunlocke Desking	57.00%	58.50%	60.00%

Allsteel	Aware, Structure	63.60%	63.60%	63.60%
Allsteel	Gather, Park, Recharge, Townhall Collection (Peak, Picnic)	55.10%	55.10%	55.10%
Allsteel	Altitude Height Adjustable	73.60%	73.60%	73.60%
Gunlocke	Gunlocke Tables	57.00%	58.50%	60.00%
HBF	Conference Tables, Occasional Tables	46.00%	47.00%	48.50%

Category #4: Panel Systems 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
Allsteel	Concensys, Optimize, Terrace	73.60%	73.60%	73.60%
Allsteel	Terrace, Further, Metal/Acrylic Screens	73.60%	73.60%	73.60%
Allsteel	Stride, Gallery Panels	74.30%	74.30%	74.30%

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
Allsteel	Essentials Pedestals, Further Pedestals	73.60%	73.60%	73.60%
Allsteel	Essentials Storage Towers, Overfiles, Bookcases	65.50%	65.50%	65.50%
Allsteel	Essentials Laterals	70.00%	70.00%	70.00%
Allsteel	Align Metal Storage, Radii	73.50%	73.50%	73.50%
Allsteel	Ergo Accessories, LED Lights	58.80%	58.80%	58.80%
Allsteel	Involve	73.60%	73.60%	73.60%
Gunlocke	Gunlocke Storage	57.00%	58.50%	60.00%

Category #6: Architectural Products 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
Beyond	Beyond Frameless & Doors	56.30%	57.50%	59.40%

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.allsteeloffice.com/contracts/naspo-valuepoint>