

Teknion Pricing Proposal - US

Teknion Product Line	List Value Tier Per Order	Discount off List
Ability, Complements, District, Filing/Storage, HAB, Interpret, Leverage, Marketplace, Thesis, TOS, Upstage	\$1 - \$100,000	69.33%
	\$100,001 - \$350,000	69.33%
	\$350,001 and Higher	70.40%
Altos, Focus, Optos, Tek Booth, Tek Vue	\$1 - \$100,000	69.33%
	\$100,001 - \$350,000	69.33%
	\$350,001 and Higher	70.40%
Boulevard	\$1 - \$100,000	65.00%
	\$100,001 - \$350,000	65.00%
	\$350,001 and Higher	65.00%
Expansion Casegoods, Expansion Cityline, Expansion Desking, Expansion Training Tables	\$1 - \$100,000	61.00%
	\$100,001 - \$350,000	61.00%
	\$350,001 and Higher	63.25%
Teknion Tables and Modular Cabinets	\$1 - \$100,000	57.30%
	\$100,001 - \$350,000	57.30%
	\$350,001 and Higher	58.00%
Teknion Seating	\$1 - \$100,000	57.00%
	\$100,001 - \$350,000	57.00%
	\$350,001 and Higher	59.33%
Teknion Wood Casegoods (Korato, Modena, Philadelphia, Volterra), Dossier, Expansion Wood, Foundations, Journal, Punt Collection, Custom Solutions	\$1 - \$100,000	55.33%
	\$100,001 - \$350,000	55.33%
	\$350,001 and Higher	57.25%
Zones	\$1 - \$100,000	44.50%
	\$100,001 - \$350,000	44.50%
	\$350,001 and Higher	45.50%
Studio TK	\$1 - \$100,000	43.75%
	\$100,001 - \$350,000	43.75%
	\$350,001 and Higher	43.75%
Xpress	Xpress Discounts match Standard Lead Discounts. Please follow standard Xpress Guidelines for order limitations.	

TERMS AND CONDITIONS

1. Discount includes freight to any single destination within the Continental United States.
2. Discounts do not include sales/use tax, inside delivery or installation of products.
3. Discounts applied to list prices in effect at time of order entry.

Teknion Pricing Proposal - Canada

Teknion Product Line	List Value Tier Per Order	Discount off List
Ability, Complements, District, Filing/Storage, HAB, Interpret, Leverage, Marketplace, Thesis, TOS, Upstage	\$1 - \$100,000	64.73%
	\$100,001 - \$350,000	64.73%
	\$350,001 and Higher	65.96%
Altos, Focus, Optos, Tek Booth, Tek Vue	\$1 - \$100,000	64.73%
	\$100,001 - \$350,000	64.73%
	\$350,001 and Higher	65.96%
Boulevard	\$1 - \$100,000	59.75%
	\$100,001 - \$350,000	59.75%
	\$350,001 and Higher	59.75%
Expansion Casegoods, Expansion Cityline, Expansion Desking, Expansion Training Tables	\$1 - \$100,000	55.15%
	\$100,001 - \$350,000	55.15%
	\$350,001 and Higher	57.74%
Teknion Tables and Modular Cabinets	\$1 - \$100,000	50.90%
	\$100,001 - \$350,000	50.90%
	\$350,001 and Higher	51.70%
Teknion Seating	\$1 - \$100,000	50.55%
	\$100,001 - \$350,000	50.55%
	\$350,001 and Higher	53.23%
Teknion Wood Casegoods (Korato, Modena, Philadelphia, Volterra), Dossier, Expansion Wood, Foundations, Journal, Punt Collection, Custom Solutions	\$1 - \$100,000	48.63%
	\$100,001 - \$350,000	48.63%
	\$350,001 and Higher	50.84%
Zones	\$1 - \$100,000	36.18%
	\$100,001 - \$350,000	36.18%
	\$350,001 and Higher	37.33%
Studio TK	\$1 - \$100,000	35.31%
	\$100,001 - \$350,000	35.31%
	\$350,001 and Higher	35.31%
Xpress	Xpress Discounts match Standard Lead Discounts. Please follow standard Xpress Guidelines for order limitations.	

TERMS AND CONDITIONS

1. Discount includes freight to all Urban Centers. For locations 200 km outside of Urban Centers, freight costs will be quoted on a project by project basis.
2. Discounts do not include sales/use tax, inside delivery or installation of products.
3. Discounts applied to list prices in effect at time of order entry.



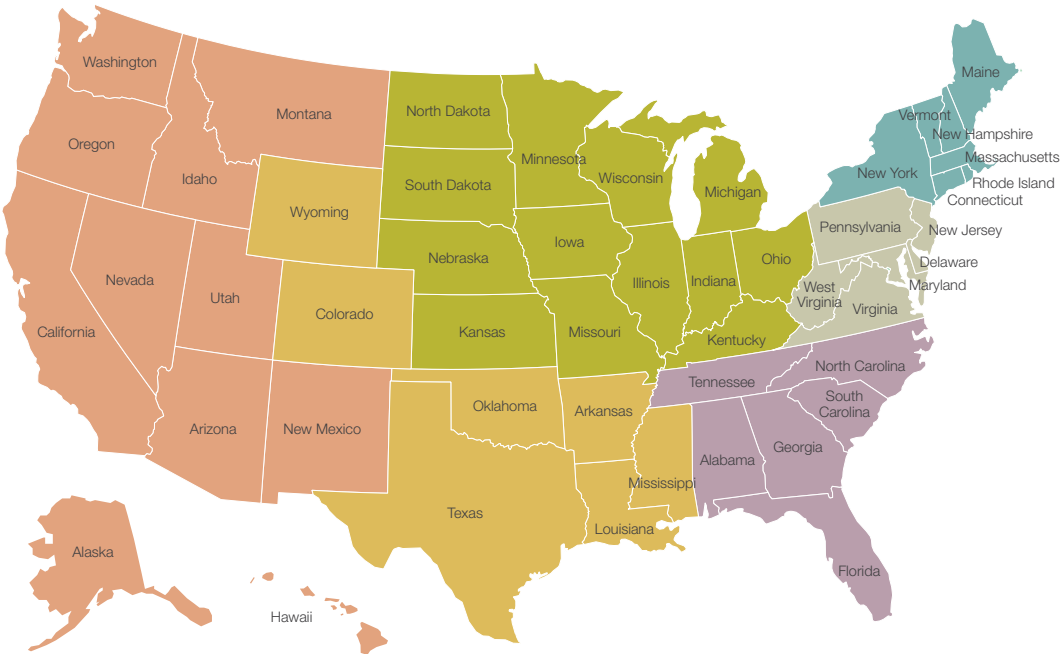
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Sourcewell

Awarded Contract

Contract # 121919-TKN