

## 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.	
Lite Wood	\$1 - \$100,000	55.33%
	\$100,001 - \$350,000	55.33%
	\$350,001 and Higher	57.25%
Routes	\$1 - \$100,000	44.50%
	\$100,001 - \$350,000	44.50%
	\$350,001 and Higher	43.50%

### 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 price lists dated 9/27/2021 (list of price lists included in price adjustment cover letter).