

Product Line Name			Super Class	Pricing Tier (List \$)	Option AA - Shipments to Continental US End User Discount
Worksystems - Panel Based	Adaptable Components™	CA0	\$1 - \$100,000 \$100,001 or more	71.000% Negotiable	
	Systems Fabric	GA0			
	UniGroup®	AA0			
	UniGroup Too	AC0			
	Compose®/Connections/Beam	BC0	\$1 - \$100,000 \$100,001 or more	68.000% Negotiable	
	PLACES®	BA0	\$1 - \$100,000 \$100,001 or more	71.000% Negotiable	
Worksystems - Non-Panel Based	Belong™ Work Tools	YA0	\$1 - \$10,000 \$10,001 or more	48.750% Negotiable	
	Belong & Belong Plus Screens	YA1			
	Active Components™	IN0	\$1 - \$50,000 \$50,001 or more	53.000% Negotiable	
	Compose Echo	TR0	\$1 or more	53.000%	
	Ergotron®	ER0	\$1 - \$10,000 \$10,001 or more	47.500% Negotiable	
Storage - Metal	V Series®	VS0	\$1 - \$50,000 \$50,001 or more	63.000% Negotiable	
	X Series® Desks	FM1			
	X Series Files	FM0			
	X Series Peds	FP0			
	X Series Towers & Lockers	FM2			
Storage - Laminate	Be_Hold®	BH0	\$1 - \$50,000 \$50,001 or more	53.000% Negotiable	
	Be_Hold Be	BE0			
	A Series®	AT0	\$1 - \$50,000 \$50,001 or more	53.000% Negotiable	
	Beside®	BD0	\$1 - \$50,000 \$50,001 or more	63.000% Negotiable	
	Locks	HA0	\$1 - \$100,000 \$100,001 or more	71.000% Negotiable	
Private Office	Masters Series® Laminate	RA0	\$1 - \$100,000 \$100,001 or more	53.000% Negotiable	
	Masters Series® Veneer	RA1			

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Tables - Height Adjustable	Planes® Height Adjustable Tables	TA0		\$1 - \$50,000 \$50,001 or more	58.000% Negotiable
	Upside®	US0			
Seating - Task	Zody®	ZD0		\$1 - \$25,000 \$25,001 or more	55.000% Negotiable
	Very® Task	VT0			
	Fern®	FN0		\$1 - \$25,000 \$25,001 or more	50.000% Negotiable
	Seating Fabric	LA0		\$1 - \$25,000 \$25,001 or more	63.000% Negotiable
	Soji®	ST0		\$1 - \$25,000 \$25,001 or more	54.880% Negotiable
	Veda™	VE0		\$1 or more	55.000%
	Zody II & LX	ZD1		\$1 or more	50.000%
	Breck	BR0		\$1 or more	54.880%
Seating - Ancillary	Resonate™ Lounge	RLO		\$1 - \$25,000 \$25,001 or more	53.000% Negotiable
	Cabana Lounge™	CB0			
	Harbor Work Lounge®	QA0		\$1 or more	50.000%
	Maari®	MRO		\$1 - \$25,000 \$25,001 or more	54.000% Negotiable
	Very	VY0		\$1 - \$25,000 \$25,001 or more	55.000% Negotiable
	X99®	X90		\$1 - \$25,000 \$25,001 or more	60.000% Negotiable
	Larkin™	CH0		\$1 - \$50,000 \$50,001 or more	41.000% Negotiable
	Improv®	JA0		\$1 - \$25,000 \$25,001 or more	63.000% Negotiable
Tables - Fixed Height	Candor®	SA0		\$1 - \$25,000 \$25,001 or more	55.000% Negotiable
	Jive®	JV0		\$1 - \$50,000 \$50,001 or more	50.000% Negotiable
	Pip™ Tables	QA6		\$1 - \$25,000 \$25,001 or more	53.000% Negotiable
	Planes Fixed Height Tables	TA1		\$1 - \$50,000 \$50,001 or more	58.000% Negotiable

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	Cultivate®	CLO	\$1 - \$50,000 \$50,001 or more	58.000% Negotiable
Architectural Products	Walls Glass	WGO	\$1 - \$100,000 \$100,001 or more	55.000% Negotiable
	Walls Adaptable Components	WAO		
	Enclose®	ENO		
	4SPACE QF	FQF	\$1 or more	55.000%
	HushOffice	HOF	\$1 or more	51.500%
Brands - Ancillary	Zanotta	ZNO	\$1 or more	30.000%
	Cappellini®	PFO	\$1 - \$50,000 \$50,001 or more	15.000% Negotiable
	GAN®	GNO	\$1 - \$50,000 \$50,001 or more	10.000% Negotiable
	Janus et Cie®	JCO	\$1 - \$50,000 \$50,001 or more	15.000% Negotiable
	BuzziSpace	BZO	\$1 - \$50,000 \$50,001 or more	35.000% Negotiable
	Pablo® Lighting	PDO	\$1 or more	15.000%
	Emeco®	EMO	\$1 or more	35.000%
Haworth Health	Benson™	HC2	\$1 or more	57.200%
Haworth Sales Person: Duration:08/01/2025 -12/31/2026 Notes: 1) Discounts for all products will be based on the total list value of a Haworth order. If the list value of the order is more than tier one, the second-tier discounts will apply. If the list value of the order is less than tier two, the first-tier discounts will apply.				

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2. OPTION #1 - FIXED PERCENTAGE (%) DISCOUNT ON INSTALLATION SERVICES:	
Percentages listed below are to be subtracted from the discounts for an individual product listed on the previous pages. For example, the product only discount for Unigroup is listed as 71%. For Basic Installation – Normal Hours the discount would be 61%.	
Basic Installation - Normal Hours	10%
Basic Installation - After Hours	15%
Expanded Installation - Normal Hours	18%
Expanded Installation - After Hours	27%
OPTION #2 - FIXED HOURLY RATE RANGE FOR INSTALLATION AND OTHER ADDITIONAL SERVICES AND SOLUTIONS:	
Basic Installation - Normal Hours	\$28 - 36
Basic Installation - After Hours	\$39 - \$54
Expanded Installation - Normal Hours	\$35 - \$45
Expanded Installation - After Hours	\$52.5 - \$67.5
Design	\$28 - \$36
Project Management	\$35 - \$45
Asset Management	\$18 - \$28
Refurbishment	\$32 - \$42
Subject to change based on geographic area, prevailing wage requirements and other factors.	

3. FIXED MONTHLY RATE FOR STORAGE OPTIONS:		
STANDARD FIXED MONTHLY RATE	MONTHLY RATE / FT2	MONTHLY RATE / FT3
Negotiable per location	\$1.25	\$1.95

4. PRICING INCENTIVES BEYOND THE STANDARD DISCOUNT:	
DESCRIPTION	ADDITIONAL PERCENTAGE (%) DISCOUNT
Accessories & Technology (List Volume > \$10,000)	1 - 4%
Seating (List Volume >\$25,000)	1 - 4%
Haworth Collection & Healthcare (List Volume > \$50,000)	1 - 4%
Storage and Tables (List Volume > \$50,000)	1 - 4%
Systems (List Volume > \$100,000)	1 - 4%
Walls and Wood (List Volume > \$100,000)	1 - 4%
Haworth is offering low first tier pricing with negotiable discount ranges established, based on individual product list volume.	
In addition, we will offer a Sole Source pricing option to any OMNIA participating agency that selects Haworth as its sole source provider within the terms of the OMNIA contract. This option will provide deeper discounts than the standard OMNIA contract and would require agencies to sign an agreement acknowledging Haworth as their single source provider.	