

Teknion Pricing Proposal - US

Teknion Product Line	List Value Tier Per Order	Discount off List
Ability, Complements, District, Filing & Storage, Height Adjustable Bench (HAB), Interpret, Leverage, Thesis, upStage	\$1 - \$350,000	69.33%
	\$350,001 and Higher	70.40%
Altos, Architectural Complements, Focus, Optos, POD, Tek Vue	\$1 - \$350,000	69.33%
	\$350,001 and Higher	70.40%
Expansion Casegoods, Expansion Cityline, Expansion Desking, Expansion Training Tables	\$1 - \$350,000	61.00%
	\$350,001 and Higher	63.25%
Teknion Tables, Modular Cabinets	\$1 - \$350,000	57.30%
	\$350,001 and Higher	58.00%
Teknion Seating, North 56	\$1 - \$350,000	57.00%
	\$350,001 and Higher	59.33%
Byward (Lite Wood), C+D Conference, Community Table, Custom Solutions, Dossier, Journal, Teknion Bene Box, Teknion Reception	\$1 - \$350,000	55.33%
	\$350,001 and Higher	57.25%
Kiosk, Routes, Zones	\$1 - \$350,000	44.50%
	\$350,001 and Higher	45.50%
Studio TK	All Orders	43.75%
Xpress	Xpress Discounts match Standard Lead Discounts. Please follow standard Xpress Guidelines for order limitations.	

TERMS AND CONDITIONS

- Discount includes freight to any single destination within the Continental United States.
- Discounts do not include sales/use tax, inside delivery or installation of products.
- Discounts applied to the list prices contained in the price & product guides provided as part of our response.

Teknion Pricing Proposal - Canada

Teknion Product Line	List Value Tier Per Order	Discount off List
Ability, Complements, District, Filing/Storage, Height Adjustable Bench (HAB), Interpret, Leverage, Thesis, Upstage	\$1 - \$100,000	64.73%
	\$100,001 - \$350,000	64.73%
	\$350,001 and Higher	65.96%
Altos, Architectural Complements, Focus, Optos, POD, Tek Vue	\$1 - \$100,000	64.73%
	\$100,001 - \$350,000	64.73%
	\$350,001 and Higher	65.96%
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, North 56	\$1 - \$100,000	50.55%
	\$100,001 - \$350,000	50.55%
	\$350,001 and Higher	53.23%
Byward (Litewood), C+D Conference, Community Table, Dossier, Journal, Teknion Bene Box, Teknion Reception	\$1 - \$100,000	48.63%
	\$100,001 - \$350,000	48.63%
	\$350,001 and Higher	50.84%
Kiosk, Routes, Zones	\$1 - \$100,000	36.18%
	\$100,001 - \$350,000	36.18%
	\$350,001 and Higher	37.33%
Studio TK	All Orders	37.33%
Xpress	Xpress Discounts match Standard Lead Discounts. Please follow standard Xpress Guidelines for order limitations.	

TERMS AND CONDITIONS

- 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.
- Discounts do not include sales/use tax, inside delivery or installation of products.
- Discounts applied to the list prices contained in the price & product guides provided as part of our response.