

Teknion Pricing Proposal - US

Teknion Product Line	List Value Tier Per Order	Discount off List
Complements, District, Filing & Storage, Height Adjustable Bench (HAB), Interpret, Leverage, upStage	\$1 - \$350,000	69.33%
	\$350,001 and Higher	70.40%
Altos, Architectural Complements, Focus, Optos, POD, Tek Vue, AI Healthcare, Telescope, Within	\$1 - \$350,000	69.33%
	\$350,001 and Higher	70.40%
Expansion Casegoods, Expansion Cityline, Expansion Desking, Expansion Learning, Expasnion Meeting	\$1 - \$350,000	61.00%
	\$350,001 and Higher	63.25%
Teknion Tables, Casework+	\$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 Reception, Chronicle, Emote	\$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

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 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
Complements, District, Filing/Storage, Height Adjustable Bench (HAB), Interpret, Leverage, 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, AI Healthcare, Telescope, Within	\$1 - \$100,000	64.73%
	\$100,001 - \$350,000	64.73%
	\$350,001 and Higher	65.96%
Expansion Casegoods, Expansion Cityline, Expansion Desking, Expansion Learning, Expansion Meeting	\$1 - \$100,000	55.15%
	\$100,001 - \$350,000	55.15%
	\$350,001 and Higher	57.74%
Teknion Tables, Caseworks+	\$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 Reception, Emote	\$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

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 the list prices contained in the price & product guides provided as part of our response.