

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

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

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.	
Lite Wood	\$1 - \$100,000	49.20%
	\$100,001 - \$350,000	49.20%
	\$350,001 and Higher	51.40%
Routes	\$1 - \$100,000	36.20%
	\$100,001 - \$350,000	36.25%
	\$350,001 and Higher	37.30%

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