

Idaho - NASPO ValuePoint Discount Matrix -- Allsteel Inc.

December 2018

Systems	Order Size at List		
	Under \$50,000	\$50,000 to \$150,000	Over \$150,000
Monolithic Detail			
Concensys, Optimize, Terrace	73.3%	73.3%	73.3%
Frame and Tile Detail			
Terrace, Further	73.3%	73.3%	73.3%
Stride	74.0%	74.0%	74.0%

Desks and Tables	Order Size at List		
	Under \$50,000	\$50,000 to \$150,000	Over \$150,000
Desks Detail			
Cadence, Involve, Approach	73.3%	73.3%	73.3%
Stride Desking & Painted Wood	74.0%	74.0%	74.0%
Align Wood, Ergo Accessories, LED Lights	58.3%	58.3%	58.3%
Gunlocke: Trio, Medley, Silea Private Office, Credentials, Briefing, Converge	56.5%	58.0%	59.5%
Tables Detail			
Merge, Aware	63.1%	63.1%	63.1%
Gather	54.5%	54.5%	54.5%
Gunlocke: Trio, Medley, Silea Private Office, Credentials, Briefing, Converge	56.5%	58.0%	59.5%
Gunlocke: Letchworth, Saranac	56.5%	58.0%	59.5%
HBF: LOGICmeet, Costa, Linea, Parker, Occasional Tables	45.3%	46.3%	47.8%

Filing, Metal Storage & Wooden Casegoods	Order Size at List		
	Under \$50,000	\$50,000 to \$150,000	Over \$150,000
Metal Filing and Storage Cabinet Detail			
Essentials Pedestals	73.3%	73.3%	73.3%
Essentials Storage Towers, Overfiles, Bookcases	65.1%	65.1%	65.1%
Essentials Laterals	69.6%	69.6%	69.6%
Align Metal Storage, Radii	73.2%	73.2%	73.2%
Wooden Filing and Storage Cabinet Detail			
Align Wood, Ergo Accessories, LED Lights	58.3%	58.3%	58.3%
Involve	73.3%	73.3%	73.3%
Gunlocke: Trio, Medley, Silea Private Office, Silea EH, Credentials	56.5%	58.0%	59.5%

Seating	Order Size at List		
	Under \$50,000	\$50,000 to \$150,000	Over \$150,000
Seating Detail			
Trooper, Tolleson, Nimble	65.6%	65.6%	65.6%
Relate, Seek, Inspire, Sum, Access, Mimeo, Lyric, Quip, Evo, Svelte	60.8%	60.8%	60.8%
#19, Acuity	61.3%	61.3%	61.3%
Scout	63.5%	63.5%	63.5%
Gather, Parallel, Clarity, CoHo, Rock	54.5%	54.5%	54.5%
Gunlocke: Attract, Avoca, Bank of England, Calm, Calia, Camille, Ciji, Convo	56.5%	58.0%	59.5%
Gunlocke: Edition, Fitzgerald, Genesee, Iris, Lily, Mara, Metta, Molt, New Yorker	56.5%	58.0%	59.5%
Gunlocke: Olla, Roundabout, Savor, Stretto, Tia, Urbana, Washington	56.5%	58.0%	59.5%
HBF: Andaz, ASA, Bianco, Bolano, Brentwood, C Collection, Cadre, Camden	45.3%	46.3%	47.8%
HBF: Carlyle, Carmel, Charlie, Charlotte, Cheval, Chill III, Conexus, Corfino	45.3%	46.3%	47.8%
HBF: Cortona, Détente, Dialogue, Dove, Duna, Encircle, Esplande, Fine Line	45.3%	46.3%	47.8%
HBF: Florence, Karina, Linea, Mode, MV9, Nest, November, Perfect Pitch, Salon	45.3%	46.3%	47.8%
HBF: Scoop, Siena, Ski, Solace, Trestle, Triscapa, Tryon, Wedge, Westwood	45.3%	46.3%	47.8%