

# HON NOW™

## PROGRAM OVERVIEW

**WE ARE INSPIRED BY  
THE WAY YOU WORK.  
THE CHAIR YOU SIT IN.  
THE SPACE YOU CHOOSE  
TO GET IT ALL DONE.**

We believe that well-designed office furniture should not only look good but be delivered quickly. Why wait for what you want and what you need right now?

HON NOW offers you a simple way to get the office solutions you need delivered with speed in mind. The office is changing, and we are here to help you keep pace. No matter what space you are shopping for or product you need, HON NOW is made for the way you work.



PRIVATE OFFICE



OPEN OFFICE



COLLABORATIVE



COMMONS



WELCOMING

The HON Company reserves the right to change or cancel the HON NOW program, products or terms at any time. Standard HON Dealer Terms and Conditions apply. For the full T&C, contact your HON Sales Representative. The HON Company will not be liable for service delay or failure caused by force majeure, including, without limitation, authority, commotion, certain fire, flood, strikes and/or anticipated strikes, riots, civil or weather conditions.

# HON NOW™

## PROGRAM OVERVIEW

### Product Offering

HON NOW offers a comprehensive product offering to meet your office furniture needs while keeping speed as a priority. Outfit an entire Private Office, Open Office, Collaborative, Common or Welcome Space for the full solution. Or if you are looking for just a chair, desk, workstation/benching, table or storage option we have that too. For the full HON NOW product assortment, visit the NOW spotlight page on the HON Ready Portal.

### Sales Tools

Enabling you with all the tools needed to sell HON NOW.

- **HON NOW Lookbook** – an inspirational guide for your customers for spaces, products and fabrics/finishes
- **HON NOW Digital Pricer** – your go-to resource to spec and price all of the HON NOW products
- **HON NOW Spec Tool Catalog** – Using the HNW makes it easy to spec and design projects with HON NOW
- More tools and materials located on the NOW spotlight page on the HON Ready Portal!

### Order Size

HON NOW allows you to provide just a chair or desk all the way to an entire private office, open office workstations to a collaborative space in your office all delivered with speed.

- No minimum or maximum order threshold. However, large quantity orders or large dollar volume orders may receive lead times greater than the HON NOW program delivery threshold. Please work with your project or order management team to confirm availability for your specific project.
- Orders are subject to availability based on the HON NOW assortment.

### Lead Time

The HON NOW program is designed to deliver on avg. in 10 business days with an option for expedited delivery. This means that you can look for deliveries on your next regularly scheduled delivery day unless your customer needs it faster in which you can choose the expedited option. Delivery times will vary for both options based on proximity to Muscatine, IA, where stock is centrally located.

#### NOW / Standard Option

- Deliveries will arrive within 7-11 business days depending on Dealer location
- Deliveries are subject to HON standard freight terms

#### NOW + Speed / Expedited Delivery Option

- Deliveries will arrive within 2-6 business days based on Dealer or Customer location
- NOW + Speed option will have a 5% list freight charge that will be capped at \$5,000 maximum

### Freight Terms

- NOW delivery will vary based on Dealer Location and will ship on partial or full truckloads to Dealer Location.
- NOW + Speed will deliver via LTL carrier or FedEx
- NOW + Speed freight charge includes liftgate and delivery to the door/threshold
- Delivery and shipment timeframes do not include weekends, national holidays, or HON company holidays

### Delivery Exceptions

Orders delivering to remote areas may be subject to longer lead times. For customers located in Alaska and Hawaii, orders will ship to the point of embarkation (U.S. Freight Forwarder). Customers located in Canada will follow the NOW program terms, however, delivery could extend from the current lead time expectations based on location if located in remote areas.

### Dealer Programs & Seller Rewards

Eligible for Modified Dealer Programs, NOW sales counts towards overall Dealership volume. HONORS participants earn rewards for selling NOW in the HON HONORS program. A flat percentage payout will be paid to eligible HONORS participants based on the NOW program guidelines. Payout schedule and program terms follow the standard HONORS program terms and conditions.

**NOW** = HONORS payout of 2% of invoice

**NOW + Speed** = HONORS payout of 1% of invoice

### CAP/GIZA CATALOG

HNW

### Contract Codes

(PL - Dealer Performance Level)

Dealer PLs	NOW	NOW + Speed
All in US & Canada (except AK & HI)	A772	A766
All in Alaska & Hawaii	A773	A767

### Discounts

#### Workstations and Benching

PL Discount	NOW	NOW + Speed
<b>Diamond Level</b> 78% off List Price	No Additional Cost	5% List Freight Charge
<b>Platinum Level</b> 75% off List Price	No Additional Cost	5% List Freight Charge
<b>Gold Level</b> 72% off List Price	No Additional Cost	5% List Freight Charge

#### All Other Products

PL Discount	NOW	NOW + Speed
Based on PL Standard discount	No Additional Cost	5% List Freight Charge

(Expedited delivery will have a 5% list freight charge. Capped at \$5,000)

### Order Information

Orders cannot be canceled or changed once submitted. Orders must be submitted electronically under the NOW contract code to receive the correct discounting, terms and shipment option. Orders cannot be combined with other products or programs. Order fulfillment based on stock availability at the time of the order. No request dates allowed.