

HAWORTH

# SMB Program FAQ's

Last Updated: October 9, 2020

[For all documents related to Haworth's SMB Program, please use this link to Binder on the Library](#)

Q: What are the maximum and minimum orders that qualify for the SMB discounting?

A: The minimum order is \$60K list, however this is no cap on the maximum order amount.

Q: Can I order non-SMB products on the same SPA when submitting under the SMB discounts?

A: Yes, non-SMB products will be discounted under SDP.

Q: Where can I find the specific SMB discount list?

A: The SMB Discount structure is on the Library. Please use SMB Program binder link at the top of this page, or link directly to the document [here](#).

Q: Where can I find marketing materials for the SMB Program?

A: Please use SMB Program binder link at the top of this page. We will continually add content so please continue to reference this binder link on the Library.

Q: If the company has 500 employees or less at the location of the project, but employs more than 500 people as a company, are they still eligible for the SMB program?

A: No, the 500-employee limit applies to company total, not division or project location.

Q: Who do I contact for more information on the Haworth Payment Solution program?

A: Contact your regions HPS Finance Executive. They are listed in the HPS Program Guide (Page 5). The direct link to that document is [here](#), and it is in the SMB Program Binder (link at top of page).

Q: Are the SMB special financing terms available for non-SMB projects?

A: No, they are only available on qualified SMB projects.

Q: What are the SMB financing rate options?

A: 0% for 24 months (3 payments up front) 3% for 36 months and 4% for 48 months.

Q: How do you confirm that the customer qualifies as an SMB?

A: Upon order entry, Order Services will verify that the "Install At" Partner provided on the order is a qualified SMB with 500 or less employees.