



State of Georgia Contract Pricing

Contract # 99999-001-SPD0000100-0002

Discounting for Matrix, Divi, MWall, AO2, Universal, Oxygen, Aloft, Calibrate Series and Tables

Systems,
Casegoods
& Tables

List Price of Order	End User Discount
\$1 - \$15,000	66%
\$10,001 - \$25,000	66%
\$25,001 - \$50,000	68%
\$50,001 - \$100,000	69%
\$100,001 - \$200,000	69%
\$200,001 - \$300,000	72.5%
\$300,001 - \$500,000	72.5%
\$500,001 +	74%

Special Notes: All orders are delivery included.

Discounting for Seating

Seating

List Price of Order	End User Discount
\$1 - \$15,000	50%
\$15,001 - \$25,000	50%
\$25,001 - \$50,000	52%
\$50,001 - \$100,000	53%
\$100,001 - \$200,000	53%
\$200,001 - \$300,000	56.5%
\$300,001 - \$500,000	56.5%
\$500,001 +	58%

Special Notes: All orders are delivery included.

Systems and Seating total list pricing cannot be combined for discount tier system.

Ordering Instructions: send orders to orderentry@ais-inc.com